

# Search report

S1 5154151 COMMUNIT? OR POPULATION OR SOCIET? OR SOCIAL() (LIFE OR REL-  
ATION?) OR FELLOWSHIP? OR ASSOCIATION? OR COMPAN? OR ORGANIZA-  
TION? OR CHAT?

S2 2241276 WWW OR W()W()W OR WORLDWIDE()WEB OR WORLD()WIDE()WEB OR IN-  
TERNET OR ONLINE OR ON()LINE

S3 1258862 WEB() (SITE? OR PAGE?) OR WEBSITE? OR WEBPAGE? OR HOME() PAG-  
E? OR HOMEPAGE? OR WEBBASE OR WEB()BASE? OR PORTAL? OR VIRTUAL  
OR SIMULAT? OR LOGICAL

S4 2904459 USER? OR CONSUMER? OR BUYER? OR PURCHASER? OR SHOPPER? OR -  
EMPTOR? OR CUSTOMER? OR NETIZEN?

S5 4080634 ITEM? OR PRODUCT? OR MERCHANDISE OR WARE? OR COMMODIT?

S6 2327295 BOOK? OR CD OR CDS OR COMPUTER () GAME? OR APPLIANCE? OR C-  
AR OR CARS OR AUTOMOBILE? OR RESTAURANT? OR TOY OR TOYS OR PO-  
PULAR? OR BEST()SELLING OR BESTSELLING OR FAVORITE?

S7 4887134 CONTACT OR REACH? OR CONNECT? OR APPROACH? OR QUESTION? OR  
CORRESPOND? OR COMMUNICAT? OR INTERACT? OR MEET?

S8 2223535 RECOMMEND? OR REVIEW OR EVALUAT? OR ADVOCAT? OR PREFERENCE?  
OR TESTIMONIAL? OR SUGGEST? OR ADVICE OR ADVIS?

S9 2506741 E()MAIL OR EMAIL OR ELECTRONIC()MESSAGE OR HANDLE OR AVATAR  
OR PERSONA? OR ALIAS OR PSEUDONYM? OR ANONYM? OR NAME? OR PH-  
ONE()NUMBER OR INSTANT()MESSAG? OR IM OR ICQ

S10 355489 S1 (2N) (S2 OR S3)

S11 192550 S4 (5N) (S7 AND S8)

S12 689 S10 (S) S11 (S) (S5 OR S6) (S) S9

S13 113 S10 (S) S11 (S) S5 (S) S6 (S) S9

S14 70 S13 NOT PY>1999

S15 58 S14 NOT PD>19990409

S16 50 RD (unique items)

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File 636:Gale Group Newsletter DB(TM) 1987-2002/Feb 07  
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05277631 SUPPLIER NUMBER: 53344965 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Click 'til you drop. (Internet shopping)**  
Vogelstein; Warren, William J. Holstein; Susan Gregory-Thomas; Cohen, Fred;  
Lee, Evelyn; Egan, Jack  
U.S. News & World Report, 42(1)  
Dec 7, 1998  
ISSN: 0041-5537 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2466 LINE COUNT: 00199

TEXT:

...modern ways. One of the biggest local employers is Amish Acres, a complex of hotels, **restaurants**, and shops that caters to tourists who come from nearby states on motor coaches. But...

...Acres, listed his General Store on Yahoo!'s newly expanded shopping channel. "I photographed my **products** digitally and uploaded them to Yahoo!" says Pletcher. "It's mind-boggling." He can already detect a pickup in Christmas orders for food, dolls, log cabin candy, **books**, and kitchen gadgets. His **bestselling item**: shoofly pie, a molasses-based treat that goes for \$8.95. The new orders are...

...many more stores eager to list themselves. Yahoo!, for example, now offers 2 million-plus **products** from more than 27,000 stores. The "bundling" of different retailers ranging from J. C...

...experience. In many cases, the online malls and shopping channels allow customers to enter their **personal** details and credit card information just once to make multiple purchases, improving convenience and safeguarding...

...president for electronic commerce. The technological underpinnings of E-shopping are making rapid strides. Cheaper **personal** computers, handheld devices, and WebTVs are beginning to bring new users online. Prices for a ...

...such as cable and ADSL roll into households, providing direct connections to E-commerce sites. **Personal** search agents, which will scout multiple sites looking for a specific **product** at the lowest price, are also becoming available. Meanwhile, a recent three-year extension of...

...the roughly \$2.4 trillion that Americans are expected to spend on retail goods (including **cars** and groceries) this year, but it's the trend that counts. The major players in...

...are gaining online experience by making airline and travel arrangements, paying bills, and doing their **personal** banking or brokerage business via the Internet. Make a deal. AOL, which boasts the most...to shop faster than we ever did," says AOL's Brown. The main two research **companies** that track **online** spending disagree about just how big online shopping will become. Jupiter Communications says online sales...

...Web site to complement its TV sales. Traditional retailers also will have to establish electronic **connections** to **customers**, rather than just wait for them to visit existing sites once or twice a year...

...technologies that should make electronic commerce even more alluring to shoppers. The most promising are "**personalization**" technologies. When you're looking for a good **book** at Amazon.com, for example, you may be less concerned with its price and quality of binding than you are with its

## Search report

content. The **personalization** method that works in this case is something called "collaborative filtering." It recommends a new **book** to you by comparing your tastes with those of fellow **book** buyers who've reported liking the kinds of **books** you do. If you loved the new **book** by Dennis Rodman, for example, the site suggests that you also check out works by...

...may one day result in an endless stream of E-mails asking you to buy **products**. That's because the same technologies could disseminate your intimate buying habits to other marketers. Though Amazon.com does not now sell **personal** data about its customers, it reserves the right to do so in the future--unless users send the company an **E-mail** requesting privacy. When you're shopping for a **car** at Autoweb (www.autoweb.com), price and manufacturing quality are top concerns. So Autoweb employs...

...with an inventory comparable to, say, Home Depot's, but it lacks the kind of **personal** treatment that Sam at the local hardware store may offer. So the race is on...

...to the research firm Jupiter, 10 of the 25 leading online vendors have begun to **personalize** their Web sites along these lines. For consumers interested in obtaining the lowest price possible...

...for robots), sites that scour the Web to track down the best deal for particular **products**. A **popular** bot, Bottom Dollar (www.bottomdollar.com), is perhaps the easiest of the top services to...

...All you have to do is select a shopping category and then type in the **name** of the **product** for which you'd like to find comparative prices. Select **books**, for example, and type in The Afterlife and Other Stories by John Updike; Bottom Dollar delivers a list of online **bookstores** that have the **book** in inventory, along with the price that each charges. Changing behavior. All these systems have...

...Consumer behavior is likely to change as more buyers use the Internet to learn about **products** and discover what the best price is, even if they actually make their purchase at **cars** at a dealership to get a feel for the vehicle but then go home and buy the same **car** on the Internet for less money. More manufacturers like Levi's are launching sites that offer their **products** directly to customers. That's a cheap distribution channel, and it holds out the prospect...

...companies, like Barnes & Noble online, even use select customers as marketers, offering consumers discounts on **products** for every sale they refer. Manufacturers also can customize their **products** online, much as Dell and Gateway have been able to do with their PCs. Mattel...

...has a site that lets customers choose their doll's skin tone, hair color, and **name**. Musicmaker.com allows shoppers to browse through decades of certain recorded music and produce **CDs** with their **favorite** tunes. That's something that the local Tower Records can't do. As E-commerce...

16/3,K/2 (Item 2 from file: 47)  
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05229519 SUPPLIER NUMBER: 21146508 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**E-Commerce Takes Off.(electronic commerce)**  
McCollum, Tim  
Nation's Business, v86, n10, p34(1)  
Oct, 1998

Search report

ISSN: 0028-047X      LANGUAGE: English      RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2460      LINE COUNT: 00205

TEXT:

**Online** sales between **companies** are thriving, expanding, and becoming a necessity for small businesses. Doing business on the Internet ...

...to deal directly with their end customers. But so far the opposite is happening: The **Internet** is allowing **companies** to link their distribution and supply channels into unified electronic networks. This enables large corporations...

...over these closed networks can make financial transactions and exchange documents such as purchase orders, **product** specifications, and invoices-all electronically. In the past two years, however, large companies have begun...partner, Chrysler Corp., as part of a pilot program for suppliers. A&M distributes loaner **cars** to journalists for **product** reviews and provides **cars** and training to Chrysler dealers when new models become available. A&M connects with Chrysler...

...and if there are any problems with an invoice, they contact us right away through **e - mail**, and I can immediately turn around and correct it." Chrysler's Internet EDI program began...

...up electronic bulletin board-and replacing it with EDI. To retain Raytheon's business, Lancaster **Name** Plate, a Palmdale, Calif., manufacturer of **product nameplates** and identification tags for industrial equipment, began looking at its EDT options. Chris Licciardi, Lancaster...

...Corp. had recently come out with a Web-based service called Harbinger Express that could **handle** transactions between Lancaster and Raytheon. "When we were first looking at it, we were wondering..."

...most innovative was developed by Trade Compass Inc. in Washington, D.C. The Trade Compass **Web site** helps small **companies** transact business internationally. It provides international trade information such as shipping schedules, customs regulations, and **product** availability. Each day, Trade Compass sends subscribers an **e - mail** bulletin with global trade news. Trade Compass has formed a hub for small import-export...

...added to its primary site a section called Caravan, which enables companies to transact business **online**. The **company** developed the application by customizing e-commerce software from Sterling Commerce Inc. in Dallas and...

...that small companies can have trying to break into global markets. But he says the **Internet** gives **companies** a common method for doing business with one another anywhere in the world. "There's...expectations of small companies' most valued business customers. If small firms hope to keep those **customers**, they need to **meet** those expectations. What Your Web Site Needs With an increasing number of small **companies** conducting business **online**, one of the greatest challenges facing newcomers to the electronic-commerce arena is setting themselves apart from the pack. Trading **online** requires **companies** to do more than simply set up a site to promote their goods and provide...

...commerce features at the outset. Many Web sites fail because they aren't equipped to **handle** financial transactions, according to CommerceNet, an e-commerce consortium based in Palo Alto, Calif. Third...



Search report

...services such as GE TradeWeb and Harbinger Express enable small firms to trade with other **companies** through secure **Web sites** using a Web browser. Companies including IBM Corp., Microsoft Corp., Netscape Communications Corp., Oracle Corp...

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04666954 SUPPLIER NUMBER: 19029876 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The top. (25 Best Sales Forces in the US) (includes related articles) (Best Sales Force) (Cover Story)**  
Brewer, Geoffrey; Conlon, Ginger; Yarbrough, John F.; Cohen, Andy;  
Marchetti, Michele; Dellecave, Tom, Jr.; Kaydo, Chad; Lucas, Allison  
Sales & Marketing Management, v148, n11, p38(18)  
Nov, 1996  
DOCUMENT TYPE: Cover Story ISSN: 0163-7517 LANGUAGE: English  
RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 14837 LINE COUNT: 01176

... reps and follows up with customers. If, say, a customer has a question about a **product** or has a problem and leaves a voice-mail message with a rep, the rep...

...says. "If it weren't for my FSS, I might have to field calls and **handle** problems when I'm in the **car** on the way to a client. Sometimes you can spend an hour handling a small...

16/3,K/4 (Item 4 from file: 47)  
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04571457 SUPPLIER NUMBER: 18566830 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The money changers: digital cash innovators talk banks, bits, bytes and bucks. (interviews with Intuit CEO Scott Cook, Digicash CEO David Chaum, Sholom Rosen, vp, Citibank, Federal Reserve Board Gov Larry Lindsey, Rep Mike Castle and U.S. Treasury Dept comptroller Eugene Ludwig) (Forbes ASAP) (Industry Trend or Event)**  
Koprowski, Gene  
Forbes, v158, n5, pS68(6)  
August 26, 1996  
ISSN: 0015-6914 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 3954 LINE COUNT: 00296

... finance is the "killer app" that will drive Internet usage beyond the 6% of the **population** currently **online** ? COOK: Financial services are a natural for the online world. After all, financial **products** are already electronic. Wealth isn't stored in gold bars or coins or stock certificates ...

...transition to a digitized consumer? COOK: Intuit is building technology highways that allow banks and **consumers** to **connect** . But financial

Search report

institutions are the ones that will put the **products** - the **cars** - on the highway. And we know from customer research that people want to deal with a bank they know and trust. So instead of becoming a **commodity**, banks, brand **names** will become more important. If you're going to deal with a financial institution remotely...

...and trustworthiness that stands behind it. You can compare it to the process that grocery **products** went through over the last century. Brands weren't important in groceries a hundred years...

...really ran out in April 1985, less than a year after we launched our first **product**.

I went in front of the company, all seven of us, and said, "Look, things...

16/3,K/6 (Item 1 from file: 275)  
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02282061 SUPPLIER NUMBER: 54242642 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**E-Business: 3Com Outlines E-Business Strategy and Program Built From the Ground Up, Global Real-Time Information Infrastructure Nears Completion. (Company Operations)**  
EDGE, on & about AT&T, NA  
March 22, 1999  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 971 LINE COUNT: 00085

TEXT:

...anywhere in the world. In addition to offering expanded capabilities for enabling customers to purchase **products** online, this new system will also provide up-to-the-minute information on **product** availability and delivery, order management, distribution, logistics and shipping schedules. 3Com projects that 80 percent...

...and John McClelland, announced Wednesday as the senior vice president of supply chain operations. The **company's web site** is designed to **handle** the growing demand of e-Business customers. It is already the most frequently visited site...

...said Clark Masters, vice president and general manager of the Data Center and High Performance **Products** Group, Sun Microsystems, headquartered in Palo Alto, Calif. "We're thrilled that Sun solutions can ...

...of more than \$100 million this calendar year, due to a company-wide increase in **productivity** and a reduction of inventory associated with operational efficiencies." Five key components comprise 3Com's...

...implemented company-wide and will provide accurate, real-time information on pricing and availability of **products**, entry and status of orders, account backlog and returns. o Global Customer Support provides information to customers more quickly and simply. One application, 3Com Knowledgebase, allows **customers** to input their particular **question** or problem, and receive accurate answers instantaneously, directly through the web. The cost to **handle** this type of call has been reduced from a minimum of \$10 when the call...

...and other benefits they can receive, including software downloads and training. 3Com Knowledgebase is a **popular** service, with 132,000 registered users worldwide. o Supply Chain Management allows companies and

suppliers...

...work together more efficiently. Inventory can be replenished automatically as needed, eliminating large amounts of **products** from being delivered until they are required. o e-Marketing enables companies to capture information...

...500,000 unique visits each week. The company is now able to focus on specific **customer preferences** and offer proactive marketing campaigns targeted directly to their interests. o Employee Communication Intranet offers...

16/3,K/7 (Item 2 from file: 275)  
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02271289 SUPPLIER NUMBER: 53927775 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**WebTrends & Vignette IPOs buck Net stock correction.**  
Computergram International, 3603, NA  
Feb 22, 1999  
ISSN: 0268-716X LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 394 LINE COUNT: 00035

TEXT:

Shares in two **internet** software **companies** began trading healthily on the Nasdaq-Amex exchange Friday, seemingly oblivious to the recent downturn...

...commerce, the market clearly believes Vignette has a massive future. Its StoryServer application platform enables **companies** to engage **web site** visitors with **personalized** interactions that are designed to stimulate buying and strengthen customer loyalty. The package offers decision support capabilities to analyze **customer preferences**, analyze where they live and determine the **popularity** of individual **products** and services. Vignette is about to ship its Syndication Server platform, which is designed to...

16/3,K/8 (Item 3 from file: 275)  
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02270420 SUPPLIER NUMBER: 53897297 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Voice Processing: L&H Introduces First Product to Combine Continuous Speech Recognition, Translation and Voice-Powered Accessories. (Lernout & Hauspie's Voice Xpress Ultimate Suite voice recognition software) (Product Announcement)**  
EDGE: Work-Group Computing Report, NA  
Feb 15, 1999  
DOCUMENT TYPE: Product Announcement LANGUAGE: English  
RECORD TYPE: Fulltext  
WORD COUNT: 1025 LINE COUNT: 00089

TEXT:

...language technologies, Lernout & Hauspie (L&H), a worldwide market leader in speech and linguistic technologies, **products** and services, Monday introduced the L&H Voice Xpress Ultimate Suite. The L&H Voice...

...business and consumer users." "L&H's Voice Xpress Ultimate Suite offers a boost in **productivity** for all Staples customers, from the business 'power' user to general consumer," said David Figler, **product** manager for

## Search report

software, Staples Inc. "Speech technology was a hot category among our small business...

...Speech Recognition from L&H Voice Xpress: o Tight integration with Microsoft Office applications -- The **product** is optimized for creating, editing and formatting documents in Microsoft Word 97/95, Excel 97...

...controlling basic functions of Windows applications. o Comprehensive, customizable vocabulary -- The L&H Voice Xpress **products** are equipped with a 30,000-word active vocabulary that the user can expand up...

...000 words. Translation from L&H Power Translator Pro: o Accurate sentence-based translation -- The **product** enables users to translate English documents, e-mails and Web sites to and from French, German, Italian, Portuguese and Spanish. o Translate incoming and outgoing **e - mail** instantly -- The translation utility for **e - mail** supports Lotus Notes Mail, Microsoft Mail, Microsoft Exchange and Microsoft Outlook. o Comprehensive language reference...

...population of the United States?," and WebFinder will find an answer! o Voice Scheduler--Enables **users** to easily create appointments and **review** schedules by voice. o Voice AddressBook--Lets users quickly find contacts and send **e - mail** messages. o Voice Calculator--A completely voice-enabled calculator that makes finding the answer to...

...estimated street price of L&H Voice Xpress Ultimate Suite, which includes software on a **CD -ROM**, documentation, and a noise-canceling microphone, is \$199.99. L&H Voice Xpress Ultimate...

...Web site at [www.lhs.com](http://www.lhs.com) or by calling 800-380-1234. Lernout & Hauspie Speech **Products** (L&H) is a global leader in advanced speech and language solutions for computers, **automobiles**, telecommunications, embedded **products**, consumer goods and the **Internet**. The **company** is making the speech user interface (SUI) the keystone of simple, convenient interaction between humans...

...technology, and is using advanced translation technology to break down cultural barriers. L&H's **products** and services originate in four basic areas: automatic speech recognition (ASR), text-to-speech (TTS...

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02261946 SUPPLIER NUMBER: 53613299 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Internet access: Intuit introduces new QuickBooks.com Web service. (Company Business and Marketing)**  
EDGE: Work-Group Computing Report, NA  
Jan 18, 1999  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 462 LINE COUNT: 00042

### TEXT:

...the new QuickBooks.com web site, specifically designed to be the most comprehensive business and **product** Web resource for the more than 2.2 million users of QuickBooks - America's No...

...site to deliver essential business tools, information and advice plus support resources for its QuickBooks **product** - all in one place - with direct, one-click access from the QuickBooks 99 or QuickBooks...

...help them get more out of QuickBooks and better manage and grow their

Search report

businesses." Essential **Product** and Business Tools, Information and Advice  
The newly re-designed site offers visitors three major...  
...of small business tools, information and advice o Instant 24-hour access  
to free QuickBooks **product** support resources, and the opportunity to  
exchange ideas with other QuickBooks users and business owners...

...updates to ensure visitors have access to the latest business and  
QuickBooks tools, information and **advice** . The site features top **customer**  
-requested tools, information and services including: o Answers to more  
than 2000 small business and QuickBooks questions o Access to free 24-hour  
QuickBooks **product** support resources o The latest business and QuickBooks  
news o Free **e - mail** newsletters and QuickBooks **product** alerts o  
User-to-user forums for the exchange of business and QuickBooks ideas o...

...advice o Buying guides on everything from computers and office  
equipment, to the latest QuickBooks **products** and services o Easy-to-use  
tools for common business tasks, such as comparison shopping for loans,  
**booking** travel reservations, and finding a QuickBooks advisor or training  
seminar. Intuit Inc., the financial software and **Web - based** services  
**company** , develops and markets Quicken, the leading **personal** financial  
software; TurboTax, the **best - selling** tax preparation software, and  
QuickBooks, the most **popular** small business accounting software. Intuit's  
Quicken.com Web site offers the most complete set of **personal** and small  
business financial news, information and tools, including leading  
investment, mortgage, and insurance sites. Intuit's **products** and services  
enable individuals and small businesses, and financial professionals to  
better manage their financial...

16/3,K/10 (Item 5 from file: 275)  
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02259570 SUPPLIER NUMBER: 53553469 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
New PCs: New IBM PCs Let Consumers Match Their Systems To Their  
Lifestyles.(IBM ThinkPad i, Aptiva PCs )(Product Announcement)  
EDGE: Work-Group Computing Report, NA  
Jan 11, 1999  
DOCUMENT TYPE: Product Announcement LANGUAGE: English  
RECORD TYPE: Fulltext  
WORD COUNT: 1133 LINE COUNT: 00108

TEXT:

...its customers in the age of the Internet. With PCs, laptops,  
software, services, home networking **products** and options designed to  
**meet** the unique needs of the **consumer** technology user -- IBM boasts the  
most comprehensive suite of consumer **products** in the industry. "Our new  
PCs and notebooks offer great price performance and technology, but...

...Excite, Lycos and Yahoo, IBM is once again setting a new standard by  
letting consumers **personalize** their computing experiences. They can now  
choose the software they want, customize their own start pages for easy  
access to their **favorite** Internet sites, and get onto the Internet more  
quickly and easily. "With the recent additions of the Internet-based  
services to its **products** , IBM is demonstrating that it is dedicated to  
delivering more than just a PC to...

...register as Owner Privileges members, Easy Choice offers top-selling  
titles for entertainment, enrichment or **productivity** . The first two  
titles that customers choose are available for only \$9.95, including  
shipping...

## Search report

...com, the PC Magazine Editor's Choice winner of "Best Software Store" on the Internet. **Personalize** The Web: Onto the Internet in an Instant IBM has made arrangements with Excite, Lycos...

...the familiar services of Excite, Lycos and Yahoo with the ability for consumers to easily **personalize** news, links and information based on their interests and **preferences**. From their customized start pages, **users** can organize their daily lives, leverage **online communities** and manage their own home pages. This creates an ideal point of entry to the...

...effort getting online. IBM users will also have quick access to IBM service and support, **product** information and great bargains. This feature will also be available for ThinkPad i Series customers...

...providing the ultimate in ease-of-use. Rapid Access Keys provide one-button access to **personal** portals or any four **favorite** sites or programs. 360 degree Internet Scrolling lets users navigate large documents from anywhere on...

...Privileges include preferred call handling at the IBM Help Center; discounts and special offers on **products** and services from IBM Owner Privileges partners; helpful IBM services to **advise customers** on **product** selection and usage **questions** and an **online community** for OP members to share ideas and experiences. IBM ThinkPad i Series Building on the **favorite** movie nearly anywhere, a huge bright 14.1-inch active matrix TFT screen and an...

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02015735 SUPPLIER NUMBER: 18894343 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Physical reality, mental agility-distribution in the information age.**  
**(includes related articles on the effects of interacting technology on**  
**banking, sophisticated management systems for automobile mechanics)**  
**(Technology Information)**

Ratcliffe, Mitch  
Digital Media, v6, n4, p3(11)  
Oct, 1996

ISSN: 1056-7038 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 6388 LINE COUNT: 00501

... of merchants' inventories, but will offer services, like hotel reservations, travel and entertainment ticketing and **restaurant** reservations and ordering in succession. Educating the merchant to use these capabilities to their advantage is the first real trick. Today, when a customer goes to Citysearch looking for a **product**, they can specify the parameters of their search (i.e., walnut headboard; new price range \$300 to \$600; etc.) which Citysearch forwards by fax or **email** to all the merchants in the area with **contact** information for the **customer**. Those merchants that want to bid for the sale may do so, the others can...

16/3,K/12 (Item 7 from file: 275)  
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01868543 SUPPLIER NUMBER: 17618324 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**A warning! (full-time, multi-mode telecommunications now a**  
**requirement) (Connections) (Industry Trend or Event) (Column)**

Search report

Marcus, Michael N.  
Teleconnect, v13, n11, p30(3)  
Nov, 1995  
DOCUMENT TYPE: Column ISSN: 0740-9354 LANGUAGE: English  
RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1771 LINE COUNT: 00139

ABSTRACT: The advance of technology means that companies are expected to have more ways for **customers** to **reach** them at any time of the day or night. Failure to provide the expected amenities can lead to loss of customers, and faxes, **E - mail** and Web sites are becoming part of customers' expectations. Human help is the most desirable...

...companies provide 24-hr-a-day access to technical support. Computer companies take the proper **approach** by asking **customers** to pay modest fees for around-the-clock access to technical support. The Web gives companies an opportunity to advertise their **products** and services, and creating a Web page is relatively simple and inexpensive. The Web is so **popular** that 'Popular Mechanics' had a cover story on designing a Web page, a sure sign that there is a mass audience aware of the **Internet**. **Companies** that do host Web pages should put be sure to use them to full advantage...

16/3,K/13 (Item 8 from file: 275)  
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01770962 SUPPLIER NUMBER: 16745408 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Software distribution through the Internet; Novel promotions spark interest in new quarters.**  
Lawton, George  
Software Magazine, v15, n3, p26(2)  
March, 1995  
ISSN: 0897-8085 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 975 LINE COUNT: 00078

ABSTRACT: Software companies are dramatically decreasing the costs of shipping their **products** by employing commercial software distribution over the Internet. McAfee Associates earned \$22.7 million in the first three quarters of 1994 by distributing their software on the **Internet**. The **company**'s policy enables individuals to download the software for free, but companies pay a licensing fee. Gupta Corp is using the Internet to **reach** smaller **users** that have been missed by the company's traditional marketing efforts. Gupta has shipped 100...

...development tools since employing the new strategy. Users can now download Oracle Corp's Oracle7 **Personal** Workgroup Server, **Personal** Oracle7 and Oracle Objects for OLE for a free 90-day trial period. Users that do not want to download the over 20MB package can receive a free **CD** with the software for the same free trial period.

16/3,K/14 (Item 9 from file: 275)  
DIALOG(R) File 275:Gale Group Computer DB(TM)  
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01760357 SUPPLIER NUMBER: 16707452 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**\*\*\*\*VocalTec's Internet Telephone Software.**  
Newsbytes, pNEW03010017  
March 1, 1995

Search report

LANGUAGE: ENGLISH      RECORD TYPE: FULLTEXT  
WORD COUNT: 678      LINE COUNT: 00056

TEXT:

...as the long distance carrier of choice in the manner that electronic-mail has become a **popular** and faster alternative to the US Postal Service, but it's not due to a lack of the necessary technology. An Israeli company, VocalTec, has introduced Internet Phone, software that permits voice **communication** over the Internet between the **users** of multimedia-capable **personal** computers (MPCs). You need an MPC because the technology requires a microphone and speakers. You also...

...Line Internet Protocol) or PPP (Point-to-Point Protocol) access to the Internet. Internet Phone's **popularity** is apparently spreading rapidly. The company says the only place you can get the software presently...

...list of everyone in the world running the program at that moment. Clicking on one of the **names** displayed "dials" that person. VocalTec spokesperson Nancy Scott told Newsbytes that's not as inconvenient...

...from the business community. "If (the conversation) is really high content, such as numbers and **names**, the Internet Phone is probably not the media to conduct that kind of conversation. It...

...to play outgoing messages and record incoming messages. In mid-February Newsbytes reported on a similar **product** being announced by Dallas-based Camelot Corp. (NASDAQ: CAML). Its **Personal Internet Companion Kit** is available on floppy and **CD-ROM** and has a suggested retail price of \$99.95. It includes voice encryption, conferencing calling, call...

16/3,K/15      (Item 10 from file: 275)  
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01759302      SUPPLIER NUMBER: 16683687      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Tribune takes papers online, cautiously. (profiles of Tribune Company publications) (excerpt from Jupiter Communications' 1995 Online Newspaper Report) (Company Profile)**  
Outing, Steve  
Interactive Content, v2, n10, p10(1)  
Feb, 1995  
DOCUMENT TYPE: Company Profile      LANGUAGE: ENGLISH      RECORD TYPE:  
FULLTEXT  
WORD COUNT: 1614      LINE COUNT: 00131

The Tribune Company is one of the most aggressive diversified media **companies** pursuing **online** opportunities. An early investor in America Online, the **company** also recently bought a stake in the electronic bill payment service, CheckFree. Interestingly, the company...

...small staffs. DESTINATION FLORIDA PLATFORM: America Online DATE  
LAUNCHED: June 1994 CONTACT: Julie Anderson, manager, **e-mail** :  
DFJulie@aol.com, phone: 407-420-6174; 633 N. Orange Avenue, P.O. Box 2833

...  
...for Florida attractions and cultural events. --Listings of hotels, bed and breakfasts, etc. --Ability to **book** hotel rooms online. --Listings and detailed information about tourist attractions, shopping malls, beaches, recreational sites, **restaurants**, night life, etc. --A Kennedy Space Center area, with downloadable photos of shuttle launches by an Orlando Sentinel photographer, NASA news, etc. --Discussion boards allow **users** to



Search report

solicit **advice** on Florida attractions from other **users** . --Downloadable photos and maps of tourist attractions. REVENUE MODEL: As is typical of America Online...

...for advertisers) from online contests and promotions. Additional income will come from increased advertising, online **merchandise** sales, and online hotel **bookings** (for which DF receives a transaction fee). ADVERTISING: At this writing, Destination Florida was gearing...

...four staff members: a manager, two online coordinators (responsible for gathering content and answering users' **e - mail** ) and a systems analyst (who is shared with the Orlando Sentinel). Cost of Establishing the...

**16/3,K/16** (Item 11 from file: 275)  
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01302119 SUPPLIER NUMBER: 07365876 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Release 1.0 calendar. (April 1989-March 1990)**  
RELease 1.0, v89, n4, p20(8)  
April 10, 1989  
ISSN: 1047-935X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 3014 LINE COUNT: 00253

TEXT:

...Jayne White, (202) 452-1600. May 21-24 Expert systems and the leading edge in **productions** and operations management -- Hilton Head Island, SC. Sponsored by AAI, the Operations Management Association, others...

...Nomi Feldman, (619) 453-6222. June 19-21 Videotex Industry Association annual conference - San Francisco. **E - mail** , software services, etc. Call Robert Smith, (703) 522-0883. June 20-22 PC Expo & National...

...or (800) 828-EXPO. July 24-26 Computer simulation conference - Austin, TX. Sponsored by the **Society** for Computer **Simulation** . Contact: Laurel Costello, (619) 277-3888. July 25-26 SPARCintosh - San Francisco. The impact and...

...Australia. Sponsored by Interface Group. Contact: Cheryl Delgreco, (617) 449-6600. August 6-9 DB2 **Users** Group annual **meeting** - Chicago. Sponsored by International DB2 **Users** Group. **Contact** : Samantha Sipowicz, (312) 644-6610. August 9-10 Macworld Expo - Boston. Contact: Peggy Kilburn, (617)...Review, Traveling Software and Hajar Associates. Keynote by Chris Demos of Federal Express, a strategic **user** of such systems. **Contact** : Kathleen Duris at IDG Conference Management, (508) 879-6700. September 27-29 Second CASE users conference - Monterey. Sponsored by CASE Research Corporation. Vendor-independent **users** ' conference. **Contact** : Debbie Boren, (206) 453-9900. October 1-4 ADAPSO Management Conference - Orlando. Mingle with your...

...and share procedures. Send a message to Carole Mann, (407) 628-3602. October 2-6 **CD** -ROM Expo - Washington, DC. Sponsored by IDG Conference Group. Contact: Mitch Hall, (617) 329-8090. October 2-6 Interop 89 - San Jose. Interoperability made tangible, with tutorials, discussions, **product** demos and pitches. Sponsored by Advanced Computing Environments. Contact: Mark Belinsky, (415) 941-3399. October...

**16/3,K/17** (Item 1 from file: 621)  
DIALOG(R) File 621:Gale Group New Prod.Annou.(R)

Search report

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01765874      Supplier Number: 53292318    (USE FORMAT 7 FOR FULLTEXT)  
**Andrea Electronics Introduces New PC-Telephone Interface Product to Online Shopping and In-Store Retail Marketplace.**  
PR Newswire, p2382  
Dec 1, 1998  
Language: English      Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count:    1021

...      Y., Dec. 1 /PRNewswire/ -- Andrea Electronics Corporation (Amex: AND) introduced today the Andrea ConnectSolutions(TM) **Personal** Computer/Telephone Headset Interface II (PCTI(TM) II), the Company's answer to the growing need for cost-efficient, high-quality computer-telephone integration (CTI) **products** within the growing Small Office/ Home Office (SOHO) and consumer retail marketplaces. The PCTI II draws from the **popular** features of Andrea Electronics' business-to-business channel CTI **product**, the **ConnectSolutions** PCTI, by **connecting** headset **users** to the computer or telephone to improve the performance of speech-centric computing and traditional...

...quality. Online shoppers can now place their orders for the PCTI II when visiting the **Company's website** ( [www.andreaelectronics.com](http://www.andreaelectronics.com)). The Company will be offering the PCTI II in the first quarter of 1999 in computer and office **product** superstores nationally for a manufacturer's suggested retail price (MSRP) of \$119.95.

"Andrea Electronics...

**16/3,K/18      (Item 2 from file: 621)**  
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01716654      Supplier Number: 53030496    (USE FORMAT 7 FOR FULLTEXT)  
**ISPs Grow Customer Base, Reduce Churn With ecPartner Program.**  
PR Newswire, p9894  
Sept 29, 1998  
Language: English      Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count:    433

...      driven tool that allows small business users to quickly and easily create a commerce-capable **Web** site. **Users** enter **company**, **contact**, marketing messages, **product** /service and pricing information, and then upload the site to their ISP. Orders and inquiries are processed through secure **e - mail** forwarding and each site is automatically forwarded to **popular** search engines according to keywords entered during the setup. Users choose from over 500 professionally...

**16/3,K/19      (Item 3 from file: 621)**  
DIALOG(R) File 621:Gale Group New Prod.Annou.(R)  
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01572777      Supplier Number: 47998319    (USE FORMAT 7 FOR FULLTEXT)  
**PlanetSearch Networks Launched to Create Dynamic Communities on the Web**  
PR Newswire, p922SFM008  
Sept 22, 1997  
Language: English      Record Type: Fulltext  
Document Type: Newswire; Trade

Search report

Word Count: 950

... of the world's largest consumer electronics companies with annual sales of \$40 billion. Its **products** include: consumer electronics; lighting; components; semiconductors; communication systems; multimedia systems and software; domestic **appliances** ; professional solutions; medical systems and **personal** care **products** .

NOTE: PlanetSearch Networks, PlanetSearch and PlanetK-12 are either registered trademarks or trademarks of Philips...

16/3,K/20 (Item 4 from file: 621)  
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)  
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01571040 Supplier Number: 47986828 (USE FORMAT 7 FOR FULLTEXT)  
**FTD.COM Makes Shopping Easier And Faster**  
PR Newswire, p917CGW013  
Sept 17, 1997  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 739

... ability to review previous purchases made at the site, and they can annotate their address **books** with **personal** information about friends, family and associates online. As FTD's preferred customers, account holders will...

...and exclusive services throughout the year. FTD can also establish a Partners program for commercial **web** **sites** and **companies** with corporate Intranets, who may wish to promote FTD **products** online.

Whether you are shopping FTD's online catalog of over 100 products, or visiting...

16/3,K/21 (Item 5 from file: 621)  
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)  
(c) 2002 The Gale Group. All rts. reserv.

01512133 Supplier Number: 47265609 (USE FORMAT 7 FOR FULLTEXT)  
**LikeMinds Introduces Highly Accurate Personal Recommendation and Direct Marketing Software**  
PR Newswire, p401SFTU006  
April 1, 1997  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1184

... taste predictions improve user satisfaction and create more interesting applications. For example, we can recommend **items** for groups of two or more people, helping couples choose videos or **book** club members choose **books** . We can identify like-minded people for **online** **chat** , collaboration, or dating. Using parallel processing, we can **handle** huge sites incorporating millions of people and millions of **items** . We can even make reasonable **recommendations** for the first **user** of a **Preference** Server application."

Business Focused

LikeMinds' tools are designed with web business needs in mind. The...

16/3,K/22 (Item 6 from file: 621)

Search report

DIALOG(R)File 621:Gale Group New Prod.Annou.(R)  
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01384051 Supplier Number: 46396648 (USE FORMAT 7 FOR FULLTEXT)  
**Caligari Corporation Launches Pioneer and Pro, Two New VRML Authoring Tools  
for Creating Cool 3-D Web Sites**

News Release, pN/A

May 20, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1207

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Mountain View, CA -- May 20,1996 -- Caligari Corporation, an industry leader in interactive 3-D **products** , today announced that Caligari Pioneer (previously codenamed Fountain) and Caligari Pioneer Pro, are now available ...

...web site at <http://www.caligari.com>. In addition, Caligari is offering purchasers of either **product** public space on Caligari's web site to effortlessly publish their 3-D creations. Caligari...

...tools for building and browsing three-dimensional "home worlds" on the World Wide Web. Both **products** are designed to build 3-D VRML web sites with realistic-looking graphical environments that...

...building block metaphor and encourage users to apply their creativity to develop their own unique **virtual communities** ." "I've explored nearly every single method for creating VRML scenes, but I keep coming...

...Pioneer, my only limit is coming up with new ideas for VRML worlds!" The Pioneer **product** line incorporates Caligari's **popular** easy-to-use interface with powerful VRML authoring tools and fast VRML browsing capabilities. In...

...programs force users to work in wireframe mode or a 2-D window, the Pioneer **products** let users work in a natural 3-D perspective space and manipulate shaded solid objects in real time. This intuitive workspace encourages **users** to **interact** with their worlds as they create objects for them. \* 3-D Modeling for Creating High-Quality Objects The Pioneer **product** line offers many new and existing modeling features found in Caligari's flagship **product** , trueSpace, such as: \* 3-D Boolean Operations - This feature is beneficial for creating complex objects...

...sweep" them into 3-D. \* Import Capabilities - In addition to reading VRML files, the Pioneer **products** can re-use existing objects created in Caligari trueSpace2, Autodesk AutoCAD and 3D Studio, **Alias** Wavefront, Imagine and LightWave. \* 3-D Guide Help Technology- This unique VRML-based guide helps...

...quickly with 3-D tutorials on Pioneer tasks and tools. \* One-Click VRML Browsing The **product** allows users to switch between browsing and editing their 3-D worlds with one mouse...

...Since the navigation controls of Caligari Pioneer and Pioneer Pro are fashioned after those of **popular computer games** , users familiar with games such as DOOM will find it easy to navigate through VRML worlds. fCaligari's Pioneer **products** support 3-D sound, such as Intel's Realistic Sound Experience (RSX) audio technology. Users...

...viewers can move through environments immediately while the complete file downloads in the background. Both **products** also employ constant frame rate technology, which eliminates the jerky motion often experienced with other...

...the VRML browsing experience. \* Virtual Neighborhoods Caligari Pioneer and Pioneer Pro are the first VRML **products** to offer 3-D **bookmarks**, or a "Virtual Neighborhood." **Favorite** VRML sites are marked with a 3-D object from that site and saved in...

...99 and Pioneer Pro has a special introductory price of \$495. Retail versions of both **products** will be ...new communication medium in themselves. In addition to moving aggressively into VRML, Caligari's retail **product** line consists of trueSpace/SE, the entry-level standard for 3-D graphics and animation...

...7620 or 415-390-9600. Fax: 415-390-9755. Web site:  
http://www.caligari.com/. E - mail : info@caligari.com. 0

16/3,K/23 (Item 7 from file: 621)  
DIALOG(R) File 621:Gale Group New Prod.Annou.(R)  
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01308626 Supplier Number: 45855298 (USE FORMAT 7 FOR FULLTEXT)  
**EDUCATOR'S WORLD WIDE WEB TOUR GUIDE: CLASSROOM CONNECT(TM) RELEASES NEW BOOK/CD ROM PACKAGE**  
PR Newswire, p1012PH038  
Oct 12, 1995  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 650

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...Educator's World Wide Web Tour Guide" by Timothy McLain and Vincent DiStefano -- a new **book** / **CD** ROM package that offers educators a graphical tour of more than 150 educational sites on...

...Web is more than just an easy way to navigate the Internet. The Web adds **personality**, depth, and breadth to the information available on the Internet." The 224-page softcover **book** is divided into 11 chapters by subject matter to help educators easily identify educational Web sites. Each page in the **book** is a self-contained package of information about one Web site, including a description of...  
...on the Internet. To highlight the creative graphics and color impact of the Web, the **book** includes a special, glossy, 16-page section of full-color computer screen shots of 48...

...best." Classroom Connect has also included a free Educator's World Wide Web Tour Guide **CD** ROM. Each **CD** ROM contains all of the Web sites featured in the **book** along with Web browser software which allows users to select the indicated "hotlinks" contained on each Web page and to browse them just as if they were **connected** to the Internet. **Users** with a computer modem and an Internet connection can use the **CD** ROM's built-in Web browser to actively link to the **book**'s Web sites on the Internet. About the Authors: Gregory Giagnocavo is an internationally recognized...

...author of the "All-In-One Internet Kit" (Wentworth Worldwide Media) and the "Educator's **Internet Companion**" (Classroom Connect). Tim McLain is an Internet writer for Classroom Connect and appears as the...

...June 1995. McLain co-authored the "All-In-One Internet Kit" and "The Educator's **Internet Companion** ." Vincent DiStefano is an Internet writer for Classroom Connect and co-author of "The All-In-One Internet Kit" and "The Educator's **Internet Companion** ." DiStefano also works on freelance Internet projects and teaches **Internet** basics to **companies** in the Lancaster (PA) area. Chris Noonan Sturm, a journalist and education writer, is Classroom Connect's Supervising Editor for Internet **Products** . She regularly edits Classroom Connect, the monthly K-12 Internet newsletter, and is a contributing writer and editor of "The Educator's **Internet Companion** ." Publication Information: "The Educator's World Wide Web Tour Guide" by McLain/DiStefano. Classroom Connect, 1995. **Book / CD ROM** package: ISBN 0-932577-16-4; 224 pp; \$39.95. Available October 1995. **Customer** Ordering Information: Classroom **Connect** 1866 Colonial Village Lane Lancaster, PA 17605-0488 phone: 800-638-1639 FAX: 717-393-5752 **email** : connect@classroom.net World Wide Web: URL [http://classroom.net /delval/](http://classroom.net/delval/) -0- 10/12/95 /CONTACT: Kim E. Conlin of Classroom Connect, 717-393-1000, ext. 221, or **e - mail** : kconlin@classroom.net/ CO: Wentworth Worldwide Media, Inc.; Classroom Connect ST: Pennsylvania IN: CPR PUB...

16/3,K/24 (Item 1 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
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04137445 Supplier Number: 54290314 (USE FORMAT 7 FOR FULLTEXT)  
**TELEPHONY. (includes meshed brief articles on industry news)**  
Communications Daily, v19, n63, pNA  
April 2, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 2245

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...and Libraries program comes from both jurisdictions. They also said FCC should avoid new line **items** on telephone subscriber bills. Telecom Act's requirement "that implicit support be made explicit was...

...to consumers through higher rates, said representatives of 4 organizations -- Consumer Federation of America (CFA), **Consumers** Union, International **Communications** Assn. (ICA), National Retail Federation (NRF). Eliminating PICC is particularly direct consumer cost since it... for community telecom projects such as consumer education programs, initiatives to bring advanced services and **Internet** access to **community** organizations, establishment of public "community learning centers" with subsidized Internet access in towns and cities...

...settlement talks. PUC said it intends to issue final order on competition by June 25 ( **CD** March 31). AT&T said PUC means well but said aggressive schedule would limit number...to issue phone numbers in sequential order. (2) Banning fulfillment of customer requests for particular **phone number** combinations. (3) Requiring carriers to notify PSC before starting to assign numbers from unused new block. Agency said moves would promote efficient use of available **phone number** supplies, but expects local providers to challenge action. They have until April 21 to demand...

16/3,K/25 (Item 2 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)

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04110426      Supplier Number: 54028807      (USE FORMAT 7 FOR FULLTEXT)  
**Market Memo: E-commerce finding its niche, but results a firm - don't know.**  
Dalton, John  
Health Industry Today, pNA  
Jan, 1999  
Language: English      Record Type: Fulltext  
Document Type: Newsletter; Professional Trade  
Word Count:      2172

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...personnel, but one from which they can reap big benefits. It's a dilemma: Put **products** on the Web, and manufacturers risk losing the support and loyalty of in-house sales...

...t relish the prospect of watching commissions become Internet ether. Manufacturers who don't put **products** on the Web risk losing customers attracted to savings as high as 15% after discounting commissions and paperwork. Worse still, manufacturers who don't put their **products** on the Web will probably discover their competitors do. Conversely, in a best-case scenario, manufacturers can put **products** on the Web and watch sales roll in with little, if any, of the costs...

...rival that of garage sales - locations full of murky home pages offering heaps of obscure **items** nobody really wanted or needed. Now, depending on who is quoting the statistics, e-commerce...

...to-face, people-centered business, in which deals are won and lost during meetings and **product** demonstrations. Companies such as IBM have spent fortunes in creating corporate identities ("Big Blue") which have become synonymous with its **products**. To risk losing that identity means a direct hit to the bottom line. IBM directs...

...avoid being "amazoned," meaning the loss of business to online sellers in the way that **bookstore** chains have lost sales to amazon.com.inc., the e-commerce print marketing leader. Do...

...publicity, often keeping online prices high so that traditional vendors can lead the way with **product** discounts. Some manufacturers are offering salespeople and distributors commissions from online sales on a good will basis. Still other manufacturers offer commissions to the salespeople who would normally **handle** an account that has gone electronic. Salespeople are perhaps justifiably worried they will become the...in e-commerce is the current growth level better demonstrated than in the area of **product**, information technology and service providers. A number of companies have sprung up, offering the health...

...providers promise reduced costs, ease of access, and most important, ground-level opportunity. One such **company** is [www.medibuy.com](http://www.medibuy.com) of La Mesa, Calif. President Charles Smith has little doubt of what is...

...e-commerce as a faster, more competitive and ultimately more cost-effective way of buy **products** and equipment," he says. Like others of its kind, medibuy.com will enable buyers from...

...and click a Request for Proposal (RFP) icon. From a number of "yellow pages" of **products** and equipment, the buyer submits an RFP to any number of vendors. The information is...

Search report

...receiving marketing pricing trends and indices of prices, lowest to highest, of prices paid by **item** . E-commerce, concludes Smith, has staggering sales potential in the health care industry. No limit...

...Va., the service covers health law and regulation, clinical care and outcomes, and device and **commodity** information. It is a result of cooperation among a number of health care publishing companies including Health Resources Publishing, Opus **Communications** , Manisses **Communications** and Strafford **Communications** **Buyers** going online, but wary As e-commerce spreads to every corner of the industry, buyers... face-to-face contact with sales reps. "I see e-commerce as being valuable for **commodity** **items** , but not for patient care materials," he says. "For instance, we've done a lot..."

...450 beds plus outpatient clinics, will upgrade its electronic ordering system which uses a master **product** catalog of 60,000 **items** to transmit orders to distributor Owens & Minor, Richmond, Va. GPOs are not left behind. Premier...

...of stolen account numbers, and not being able to talk to a sales rep or **product** demonstrator are being overcome by manufacturers as the medium matures. Buyers will increasingly use the...

16/3,K/26 (Item 3 from file: 636)  
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04099635 Supplier Number: 53940003 (USE FORMAT 7 FOR FULLTEXT)  
**COMPANIES JOIN TO DEVELOP WIRELESS INTERNET AND DATA SERVICES.**  
Mobile Communications Report, v13, n4, pNA  
Feb 22, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 982

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...to 9% from current 1% by next year, and nearly 2/3 of current wireless **users** plan to use wireless data **connection** in "near future." Among biggest developments is Cisco-Motorola partnership to invest up to \$1...

...based wireless network. Companies said they will license each other's technology and develop complementary **products** in arrangement that includes plan to build network based on open standards that will operate...

...will consolidate all message services and allow mobile user to send and receive voice mail, **e - mail** and faxes while talking on phone. (2)  
Wireless Commerce, enabling users to complete financial transactions...  
...develop Internet provider (IP) technology for its wireless services with Oz.com, which provides communications **products** for Internet and multimedia networks. Ericsson said companies are working on wireline and wireless Internet...

...will accelerate development and installation of microbrowser technology in new handsets sold to its wireless **customers** . Concert **Communications** joint venture with AT&T will be used to reach business subscribers, **companies** said. Nextel **Online** is bid by Nextel and Netscape Communications to offer wireless Internet access, along with help...

...will provide "'anytime, anywhere' access to information and services



Search report

over the Internet from any information **appliance**," company said. Toshiba and Bellcore also created joint R&D project focused on developing software ...

16/3,K/27 (Item 4 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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04090708 Supplier Number: 53851688 (USE FORMAT 7 FOR FULLTEXT)  
**CHILD PROTECTION PANEL MEMBERS PROVIDE INTERNET POINTS OF VIEW.**  
Communications Daily, v19, n27, pNA  
Feb 10, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 999

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

First batch of appointees to Child Online Protection Commission, largely unknown in online industry ( **CD** Feb 3 p3), includes representative of Okla. City long distance and Internet provider that calls...

...in addition to well-known conservative antiporn crusader Donna Hughes. Senate Majority Lott (R-Miss.) **named** 5 members, Senate Democratic Leader Daschle (D-S.D.) will appoint 3, and House leadership...

...be Administration representatives. According to Child Online Protection Act (COPA), representatives are supposed to be **named** from various segments of industry. When final terms of bill were being negotiated, then-Rep...

...problem, rather than on activists, sources said. Negotiators rejected language specifically allowing advocates to be **named**, and it wasn't sponsor's intent to include advocates, sources said. David Sobel, counsel ...

...his group should also be represented. Several sources said CDT counsel Deirdre Mulligan may be **named**. Lines blur further when ISPs also are activist organizations. Commission member Karen Talbert is dir. of **product** marketing for AmeriVision Lifeline, Okla. City-based long distance and ISP company founded in 1990...

...not be able to access 'offensive' materials on the Internet," according to material on its **Web site**. AmeriVision, parent **company**, gives 10% of customer's telephone bills, about \$1.5 million monthly, to conservative causes...

...Service, which gains customers through posting on church Web sites, says it has 450,000 **customers**. Lifeline's **approach** is similar to Working Assets, long distance **company** and **Internet** access **company** that donates part of its proceeds to causes at other end of political spectrum including...

...said in interview is largest franchisor with Integrity Online, based in Portland, Ore. He was **named** to commission by Lott as representative of "a business providing Internet access service." Keirnes told...

...obscenity in their home environments." He said his firm uses server-based filtering from company **named** n2h2, combined with local modifications. Keirnes said: "We've just seen a phenomenal response from..."

16/3,K/28 (Item 5 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
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04070251 Supplier Number: 53561206 (USE FORMAT 7 FOR FULLTEXT)  
**MICROSOFT: Microsoft doubles rebates on money 99 during tax season.**  
M2 Presswire, pNA  
Jan 12, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1121

(USE FORMAT 7 FOR FULLTEXT)

TEXT:  
...1999-MICROSOFT: Microsoft doubles rebates on money 99 during tax season  
(C)1994-99 M2 **COMMUNICATIONS** LTD RDATE:110199 \* **Customers** to receive  
double rebate when they get Microsoft Money 99 and either Kiplinger's  
Taxcut...

...Turbotax REDMOND, Wash. - Microsoft Corp. today announced a double  
rebate promotion for its Money 99 **personal** finance software. Between Jan.  
1 and March 31, consumers who obtain Microsoft Money 99 Basic, Money 99  
Financial Suite or Money 99 **Personal** and Business along with either  
Kiplinger's TaxCut or Intuit's TurboTax may double their...  
...can receive up to \$50 off the cost of Money 99 and an accompanying tax  
**product**. Richard Bray, Microsoft Money **product** unit manager, said the  
double rebate allows first-time or existing Money users to take...

...from Money 99 to tax preparation software, including Kiplinger's TaxCut  
or Intuit's TurboTax **products**, using an industry-standard Tax Exchange  
Format, or TXF. \* Tax-related articles. Read more than...

...on taxes, such as "The 10 Most Overlooked Deductions." (Microsoft Money  
99 Financial Suite and **Personal** and Business versions only.) \* Tax  
calculators. Use several tax calculators, such as the Tax Relief...

...laws will affect them. The start of tax season is an ideal time to  
organize **personal** finances. Money 99 helps consumers with scheduling tax  
payments and provides the tools necessary for...

...promotion this year. "This is a great rebate promotion for consumers,"  
said David Figler, software **product** manager at Staples. "Consumers walk  
away with terrific software at a remarkable value." MSN MoneyCentral Tax  
Strategy Tools Users also have access to the MSN MoneyCentral **personal**  
finance online service, the **online companion** to Microsoft Money 99,  
which features tools to research auditing, capital gains, estate taxes and  
...

...tax-related articles, including tips from MSN MoneyCentral tax expert  
Jeff Schnepfer, author of the **best - selling book** "How to Pay Zero  
Taxes." Schnepfer, a former professor of taxation, accounting and finance,  
answers **consumers' tax questions** in the Ask the Expert feature. MSN  
MoneyCentral also features the easy-to-use Quick Reference section, which  
provides a comprehensive set of answers to the most common **questions**  
about taxes. **Consumers** can visit MSN MoneyCentral at  
<http://moneycentral.msn.com/>. About Microsoft Money 99 **Products** The  
Microsoft Money 99 **product** line provides consumers with all the features  
they need to manage their finances effectively and...

Search report

...budget and reducing debt, in a smarter and faster way. Money 99 Financial Suite features **personalized** and long-term financial planning tools as well as award-winning investment services and seamless Web integration to enable consumers to make smarter financial decisions. Money 99 **Personal** & Business combines all the functionality of Money 99 Financial Suite with business management tools designed...

...MoneyCentral, rated the top online investment service by Barron's magazine, is a complete online **personal** finance resource for **consumers**, delivering easy-to-use tools, **recommendations** from dedicated financial professionals, financial data from more than 15 leading content providers, and seamless...

...rebate when they acquire both Money 99 Financial Suite, Money 99 Basic or Money 99 **Personal** & Business and TurboTax Standard, TurboTax Deluxe, TaxCut for Windows or TaxCut Deluxe for Multimedia between...

...About Microsoft Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software for **personal** computers. The company offers a wide range of **products** and services for business and **personal** use, each designed with the mission of making it easier and more enjoyable for people to take advantage of the full power of **personal** computing every day. Microsoft, MSN, MoneyCentral and Windows are either registered trademarks or trademarks of Microsoft Corp. in the United States and/or other countries. Other **product** and company **names** herein may be trademarks of their respective owners. \* Single rebates are available for all Money 99 **products** acquired ...before April 15, 1999. Existing customers of Money 99 Financial Suite who acquire Money 99 **Personal** and Business with a qualifying tax **product** are not eligible for the additional \$15 rebate that is described on the **Personal** and Business **product** box. Note to editors: If you are interested in viewing additional information on Microsoft, please...

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16/3,K/29 (Item 6 from file: 636)  
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04043681 Supplier Number: 53414614 (USE FORMAT 7 FOR FULLTEXT)  
**REPORT ON SIGGRAPH 98: CAD APPLICATION BENCHMARKS.**  
Computer Aided Design Report, v18, n8, pNA  
August, 1998  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 1095

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...s Windows operating systems while CATIA runs only on computers with Unix. Pro/E is **popular** on both Unix and Windows operating systems, so it would appear the most promising application...

...on which the benchmark is based already have been used internally by SolidWorks and its **customers** for **evaluating** hardware performance. He said that computer equipment that has been optimized by manufacturers to boost...

...about workstation options. These decisions will provide feedback to

Search report

workstation manufacturers so they can tailor **products** to the needs of the CAD market. But if SPEC rigs benchmarks so ...that the first results for the SolidWorks 98 benchmark will be published shortly on the **organization's Web page** . Licensees of SolidWorks who want to obtain copies of the benchmark itself also will be...

...Ambassador Drive, Suite 201, Manassas, Virginia 20109 Telephone: (703) 331--0180 FAX: (703) 331--0181 e -- mail : info@specbench.org Web site: <http://www.specbench.org/gpc/>. r

16/3,K/30 (Item 7 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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04038573 Supplier Number: 53394282 (USE FORMAT 7 FOR FULLTEXT)

-.  
M2 Presswire, pNA  
Nov 5, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 996

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...enhanced form of PC entertainment that uses the Internet to bring perpetually fresh material to **CDs** , essentially creating a " **CD** that never ends." Software that is Net Active blurs the boundary between **CD-ROMs** and the online universe, so a **consumer's** entertainment experience **reaches** "beyond the box." Net Active **CDs** can automatically deliver an online stream of new features, updates and play levels. "The most...

...use of the full title, or to buy the title outright -- all from the same **CD** , in real time." The choice of purchase options is possible because special recognition technology built...

...to an enhanced entertainment experience. Now, we have the potential to add value by combining **CD** -generated action with real-time additions of new sports teams, entertainment features and player interaction...

...we have the ability to treat each consumer as an individual, customizing play to their **preferences** . **Consumers** can now get some of Electronic Arts' leading titles delivered in a myriad of new...

...open," said Jeff Dodge, general manager of Channelware. "Our technology frees up novel ways to **approach** mass groups of **customers** . We are look forward to working with Electronic Arts on programs that **reach customers** in non-traditional ways." Under the agreement, Electronic Arts will be able to use Channelware technology to create full-function **CDs** of **popular** titles. New Consumer Benefits Channelware's system works by securing the software title, and enabling...

...only a few seconds, and no ongoing connection to the Internet is needed once the **CD** has been activated. "Channelware offers consumers some great new benefits," said Carter Cast, Electronic Arts...

...Net Active technology include: [umlaut] The entertainment experience merges the high content capability of a **CD** with real-time online delivery of new features and experiences. [umlaut] Through the Internet, entertainment...

...brief online exchange allows individuals to get customized treatment,

Search report

from news about related titles to **online chats** with game developers and fellow gamers. [umlaut] Game buyers can get a range of pricing...

...can be presented with special offers that relate to their preferences, such as game-related **products** and services. [umlaut] The entertainment desires voiced by consumers can actually give the game developers...

...or software except Internet access is required by the players to run the Net Active **CDs**. About Electronic Arts Electronic Arts, founded in 1982 and headquartered in Redwood City, California, is...

...s leading interactive entertainment software company. The company develops, publishes and distributes software worldwide for **personal** computers and advanced entertainment systems. Electronic Arts markets its **products** under seven brand **names**: Electronic Arts, EA SPORTS TM, Maxis TM, Origin Systems TM, Bullfrog TM **Productions** Ltd., Jane's Combat Simulations, and Westwood Studios TM. More information about EA's **products** and full text of press releases can be found on the Internet at [www.ea.com](http://www.ea.com) 723 0107 x 227 **e-mail**: [bgander@channelware.com](mailto:bgander@channelware.com) \*M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR INFORMATION PROVIDED WITHIN M2 PRESSWIRE. DATA SUPPLIED BY **NAMED** PARTY/PARTIES.\*

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04024856 Supplier Number: 53282905 (USE FORMAT 7 FOR FULLTEXT)  
-MICROSOFT LTD/L&H: "Look, no hands!".  
M2 Presswire, pNA  
Nov 27, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 690

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...PRESSWIRE-27 November 1998-MICROSOFT LTD/L&H: "Look, no hands!"  
(C)1994-98 M2 **COMMUNICATIONS** LTD RDATE:261198 -- Microsoft Office **customers** receive offer on latest voice recognition technology for GBP 9.99 Microsoft Ltd. today announced...

...79.99) between now and January 31st 1999. This follows Microsoft and Lernout & Hauspie Speech **Products** (L&H) recent celebration of the first anniversary of their relationship. This relationship, created specifically ...

...voice may become as integral to computers as the mouse and keyboard." said Jonathan Hulse, **product** manager of Microsoft UK. "By using L&H Voice Xpress Advanced, Microsoft Office customers can...

...H's Natural Language Technology (NLT), a suite of sophisticated processes that allow speech-enabled **products** to intelligently interpret natural speech. NLT significantly improves flexibility and ease of use by letting...

...partnership." L&H Voice Xpress Advanced is one of three next generation continuous speech dictation **products** recently introduced by L&H. The new **products**, offering the most flexibility and functionality of any continuous dictation **product** in the market today, give users the ability to dictate to and control virtually any...

...Voice Xpress Advanced and any packaged version of Microsoft Office 97, including upgrades and full **product** for Microsoft Office Standard, Microsoft Office Professional, and Microsoft Office Small Business Edition. About L&H Lernout & Hauspie Speech **Products** (L&H) is a global leader in advanced speech and language solutions for computers, **automobiles**, telecommunications, embedded **products**, consumer goods and the **Internet**. The **company** is making the speech user interface (SUI) the keystone of simple, convenient interaction between humans...  
...tools and services to instantly break down language barriers around the world. L&H's **products** and services originate in four basic areas: automatic speech recognition (ASR), text-to-speech (TTS...

...About Microsoft Founded in 1975, Microsoft (NASDAQ "MSFT") is the worldwide leader in software for **personal** computers. The company offers a wide range of **products** and services for business and **personal** use, each designed with the mission of making it easier and more enjoyable for people to take advantage of the full power of **personal** computing every day. Microsoft and Windows are either registered trademarks or trademarks of Microsoft Corp. in the United States and/or other countries. All **product names** and trademarks mentioned herein are trademarks of L&H, Microsoft and their respective owners.

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04015509 Supplier Number: 53217432 (USE FORMAT 7 FOR FULLTEXT)  
-SIERRA: Half-life... the full monty.  
M2 Presswire, pNA  
Nov 13, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 697

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...the full monty (C)1994-98 M2 COMMUNICATIONS LTD RDATE:121198 -- Sierra launches the PC CD-ROM 'game of the year' in Valve Software's stunning first-person 3D shoot 'em...

...s an event," says Peter Rezon, Managing Director of Cendant Software UK, distributor of Sierra **products**. "The UK games press has already unanimously declared Half-Life to be the 'game of...

...an abundance of online information on the game. Half life will be available on PC CD-ROM from November 27th, priced at GBP 39.99. Note to Editors: Sierra **products** are distributed by Cendant Software, the largest retail PC software development and distribution company in...

...25 leading artists, game designers, and programmers. More information about Valve is available through the **company's web site** at [www.valvesoftware.com](http://www.valvesoftware.com). **PRODUCT DATA Product Name** : Half-Life **Format**: PC CD-ROM **Publisher**: Sierra **Developer**: Valve **Customer Contact No**: 0118 920 9100 **SRP**: GBP 39.99 **Release**: November 27th 1998 **No. of Players**...

...up to 32 players over LAN or modem **Technical Requirements**: Windows 95 Pentium 133 2X CD-ROM drive 16 MB RAM DirectX compatible sound card SVGA, 640 X 480 @ 256 colours...

Search report

...Brennan, Bastion Ltd. Tel: +44 (0)171 490 1323 Fax: +44 (0)171 490 1350  
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16/3,K/33 (Item 10 from file: 636)  
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04013062 Supplier Number: 53201820 (USE FORMAT 7 FOR FULLTEXT)  
-ARBORTEXT: Arbortext introduces Epic.  
M2 Presswire, pNA  
Nov 10, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 2190

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...of Epic - the industry's first Extensible Markup Language (XML) based framework for the Enterprise **Product** Information Chain, available November 30, 1998. Epic provides a framework for integrating new capabilities with...

...strive for improved time-to-market to maintain their competitive advantage. However, the pace of **product** development depends in part on the accurate and timely flow of **product** information, which is often shared within groups but is ineffectively shared across groups. This is...

...entire supply chain," said Bob Crowley, CEO and president, Arbortext. "Arbortext is focusing on the **product** information chain to help enterprises achieve dramatic improvements in time to market with new **products** and services." The Enterprise **Product** Information Chain The Enterprise **Product** Information Chain encompasses the creation, management, delivery and use of document information related to a company's **products** and services. Groups involved in this chain include research, engineering, technical documentation, marketing, sales, services, suppliers and customers. These groups contribute or require information for **product** design, manufacturing, sales, operation and servicing. Documentation for **product** information includes functional requirements, design specifications, **product** catalogs, user guides, services manuals and reference **books**. With the advent of the web, companies are under increased pressure to deliver updated and synchronized information to multiple media - paper, CD-ROM, and the Web. This often leads to wasted time on data conversion and lost information as content moves across the Enterprise **Product** Information Chain from one department to another. Rita Knox, vice president and research director for...

...Functionality For over a decade, Arbortext has helped large organizations develop customized systems for the **product** information chain. To make the benefits of these custom systems available to other medium- and...

...for such systems - a framework called Epic. Epic is an innovative solution that streamlines the **product** information chain by allowing document data to flow freely through a common set of tools...

...creation, review, editing and publishing of complex documents. Arbortext has customized Epic to bring specific **product** information applications to the telecommunications and computing markets. In 1999, Epic applications will be available...

...semiconductors, financial services and government sectors. "Our organization continually strives to adopt best-of-breed **products** and technology so that we can stay on the cutting edge of quality solutions and ...

...the final document will look in print and on the Web. Key Epic functionality includes: \* **Personalization** - Using Epic's audience profiling capabilities, authors can easily select the appropriate audience profile for...

...data conversions and formatting adjustments by automatically generating multiple outputs - print, HTML files, HTML Help, **CD-ROM**, and the Web - all from a single document source. When publishing to the Web or **CD-ROM**, Epic works with standard browsers and automatically generates a table of contents for easy...

...index of key words for hyperlinking to associated terms. \* Elimination of data conversion - With the **product**'s seamless connections across departments, organizations can realize a significant reduction in data conversions. \* Facilitation of feedback - Electronic **review** or "redlining" offers **users** of web browsers the ability to share written comments and replacement text electronically with the...the accuracy, control and flexibility of information are crucial to ensure the quality of our **products**." Epic's authoring client, which is based on ADEPTEditor, the leading authoring and editing tool...

...learning and eases use. Because ADEPTEditor is easily configurable, Arbortext was able to design a **product** that provides the flexibility needed to tailor workflow and data structures for the unique needs...

...leverage existing installations of Microsoft Word through Epic's built-in conversion from Word. The **product**'s component framework allows organizations to plug in existing software, such as authoring tools, publishing...

...partners including Documentum and Sherpa Corporation to ensure that Epic integrates smoothly with these partners' **products**. Installation and configuration services are currently provided through Arbortext's Consulting Services Group and will...

...advantage by implementing an end-to-end standards-based system for creating, managing and delivering **product** information. It's exciting to see Arbortext be the first to deliver a complete solution...

...react quickly to maintain its leadership position. By using SGML/XML, our efficiency in creating **product** information has improved significantly. Arbortext is an important partner for implementing state-of-the-art...

...Inc. "Several years ago we adopted Arbortext's authoring and publishing software to dramatically improve **productivity** of our information developers. Building on these improvements, we're excited about Arbortext's new...

...competitive advantages. Every second counts when your goal is first-to-market. Systems for the **product** information chain can make the difference." Rauhauser continued, "As a provider of telecommunications **products** and services to valued customers around the world, we continually incorporate customer feedback into what...

...SGML management capabilities in a wide variety of industries," said Matt



## Search report

Shanahan, vice president of **product** marketing for Documentum. "Epic's native integration with Documentum's EDMS 98 combines XML with a common enterprise repository to capture and reuse information throughout the enterprise **product** information chain." Microsoft Corp. recently demonstrated the latest XML technologies it will add to Microsoft...

...Explorer 5 and the Windows operating system, including XML 1.0, XSL, DOM and XML **Namespaces**. With these new technologies, Microsoft becomes the first major software vendor whose browser incorporates support for many of the latest XML specifications coming out of the **World Wide Web Consortium (W3C)**. "**Organizations** needing to easily create vast amounts of structured documents have struggled with finding the right...software solutions that enable companies to share, manage and reuse vital information across the enterprise **product** information chain. Global 5000 organizations such as The Boeing Company, Caterpillar, Inc., Digital Equipment Corporation...

...Company, Grolier's Encyclopedia, Lockheed Martin, National Semiconductor, and Sun Microsystems, Inc., use Arbortext's **products** to create, deliver, and reuse information. Arbortext's customers achieve dramatic improvements in business-critical...

...Tokyo. The company has more than 150 employees worldwide. For more information about Arbortext's **products**, consulting services and training programs, contact Arbortext at +1 734.997.0200, send **email** to [info@arbortext.com](mailto:info@arbortext.com), or visit the Arbortext website located at <http://www.arbortext.com>...

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04006260 Supplier Number: 53167642 (USE FORMAT 7 FOR FULLTEXT)  
-M2 COMMUNICATIONS: In Nordic Business Report this week...  
M2 Presswire, pNA  
Nov 2, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 3233

... the European Union. -FINNISH COMPANY ASSISTS IN SAUDI ARABIAN INTERNET LAUNCH Nixu Ltd, a Finnish **Internet** consulting **company**, has been chosen to plan and launch Internet services in Saudi Arabia. -TELIA LOOKS FOR...

...government has changed the reporting rules covering listed companies. -PHILIPS AND LUCENT PART WAYS IN **CONSUMER COMMUNICATIONS** Royal Philips Electronics and Lucent Technologies have decided to end Philips **Consumer Communications** (PCC), their joint venture, and to regain control of their original assets. -CELSIUS DENIES EMBARGO...

...Swedish economist Thure Eneroth has found a new business: he sells short

Search report

versions of new **books** to stressed businessmen. -UNSAFE SWEDISH BUILDING SITES NOTED IN REPORT Findings in a study conducted...

...the Data Inspection Board is to examine whether municipalities could be exempt from the new **personal** data act. -NORDIC 'GAS GRID' PLANS GATHER SPEED Plans for a pan-Nordic 'gas grid'...

...the EU parliament for new rules on travel allowances have met with criticism. -'MINI FRANKFURT' **BOOK** FAIR A SUCCESS SAYS ORGANISER The **book** fair in Gothenburg, Sweden, was a success this year. The fair director Bertil Falck estimates...

...SEB Trygg Liv is moving in on the Norwegian market with its unit linked insurance **product**. -GREATER FORTUNES FOR FINNISH POLITICAL PARTIES According to a new opinion poll, Finland's Conservative Party has become the country's most **popular** political party in October. -CHOLESTEROL MARGARINE MAY BE ILLEGAL IN U.S. Despite it being...for a release of information on insider sales and trades on the Internet. -NORWEGIAN INDUSTRY **PRODUCTION** CONTINUES TO RISE Norway's industrial **production** is still increasing, according to a new report and forecast by the Norwegian central statistics...

...Chilean "ex-dictator" Pinochet could be brought to justice in Sweden. -NOKIA TO INTRODUCE IN- **CAR** TELEMATION EQUIPMENT Nokia is planning to introduce a range of so-called telemation equipment that will be used within **cars** next year. -IKEA DROPS ELECTROLUX FOR AMERICAN PREFERENCE Ikea, the Swedish furniture giant, is to...

...VOLKSWAGEN HIT BY COMPUTER PROBLEMS WITH WEB SITE LAUNCH The computers refused to cooperate when **car** maker Volkswagen planned to launch its new web site with the ability to order a **car** online. -CAMPAIGN LAUNCHED OVER LEGIONNAIRES' DISEASE The Swedish national housing board, the board of health...you tell? According to market researchers Euromonitor this is the case with sales for such **products** set to also rise 30% by 2001. What is a traditional Finnish garden? Finnish prime...

...Iceland's Ambassador to the US Jan Baldvin Hannibalsson tried to set the record straight, **namely** that Leifur Eiriksson discovered North America in the year 1000, nearly 500 years ahead of...

...very soon so surf along to <http://cgi.ebay.com/aw-cgi/eBayISAPI.dll?ViewItem&item=38024648> if nothing else to see what Americans have for sauna. The winter timetable of...

16/3,K/35 (Item 12 from file: 636)  
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03911362 Supplier Number: 50116435 (USE FORMAT 7 FOR FULLTEXT)  
-MECKLERMEDIA: Internet World Summer '98 event presents global marketing workshops  
M2 Presswire, pN/A  
June 30, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 637

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...event presents global marketing workshops (C)1994-98 M2 COMMUNICATIONS

Search report

LTD RDATE:290698 Mecklermedia, "The **Internet Media Company** 's," (Nasdaq: MECK) second annual Internet World Summer '98, being held July 13-17, 1998  
...

...The Midwest Corridor is home to many companies which export a high percentage of their **products** outside the United States," said Alan M. Meckler, chairman and CEO of Mecklermedia. "At Internet...

...marketing professionals techniques to build customer loyalty. The use of new online tools such as " **E - mail Marketing**" focuses on how to create effective **e - mail** lists of potential and existing **customers** . **Interactive** marketing and the challenges involved in branding **products** on the Web are the themes of the **popular** two-day Adweek Forum on Internet marketing and advertising, starting on Monday, July 13. The...

...as Press at the URL: <http://events.internet.com/summer98/policy.html>. Mecklermedia Corporation, "The **Internet Media Company** ," based in Westport, Connecticut, is a leading provider of Internet information through its Internet World...

...sites at <http://www.internet.com>, which provides daily news and information resources for the **Internet community** , as well as ISPCON.com at <http://www.ispcon.com> and Boardwatch.com at <http://www.boardwatch.com>...

...com. Mecklermedia also publishes the ISDEX, the only 100% Internet stock index featuring 50 leading **companies** at [http:// www .isdex.com](http://www.isdex.com). Mecklermedia's global presence includes Internet World trade shows and licensed publications throughout...

...East, Africa, Asia and Australia. CONTACT: Dara Tyson, Mecklermedia Corporation Tel: +1 203 341 2972 **e - mail** : [dtyson@mecklermedia.com](mailto:dtyson@mecklermedia.com) Norman Iannarelli, Mecklermedia Corporation Tel: +1 203 341 2959 **e - mail** : [normani@mecklermedia.com](mailto:normani@mecklermedia.com) \*M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR INFORMATION PROVIDED WITHIN M2 PRESSWIRE. DATA SUPPLIED BY **NAMED** PARTY/PARTIES.\*

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03898471 Supplier Number: 50064553 (USE FORMAT 7 FOR FULLTEXT)  
-SUN MICROSYSTEMS: Sun announces advanced Internet consulting practice  
M2 Presswire, pN/A  
June 10, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1176

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...10 June 1998-SUN MICROSYSTEMS: Sun announces advanced Internet consulting practice (C)1994-98 M2 **COMMUNICATIONS** LTD RDATE:090698 -- Giving ISP **customers** the winning edge -- Customers Praise Sun's ISP Solutions In conjunction with Sun's new Internet Service Provider (ISP) **product** introductions, Sun Microsystems, Inc. TM today announced the Sun Advanced Internet Consulting Practice SM. Sun...

...identify themselves on the Internet come to Network Solutions, Inc. (Nasdaq: NSOL) (NSI) for domain **name** registration services. NSI serves as the global registrar for .com, .net, .org, and .edu top...

Search report

...availability, and serviceability (RAS) in this complex environment. "We provide a tremendous service to the **Internet community**, from global Fortune 1000 companies to dial-in users from around the world," states David...

...is our key application as it allows businesses, organizations and individuals to manage their domain **names** on the Internet. Sun's Internet experts managed this complex system, hardware and software project...

...a range of options including online service offerings such as chat-corner, shopping malls, address **books** and local information services. Telekabel's infrastructure also supports web hosting for the commercial market...

...explained how Sun enabled Telekabel to move into this new marketplace at an accelerated schedule. " **Internet service companies** must provide robust and flexible offerings. We evaluated all the options and chose Sun for...

...enterprises with 100% digital service. This service will increase competitive advantage, lower costs, and improve **productivity**. Hongkong Telecom is bypassing existing technologies such as xDSL, HFC, and ISDN by taking advantage of the growing **popularity** of desktop ATM and providing a pure ATM solution. Hongkong Telecom asked Sun to provide...

...to market demands. As high-speed switching and communications infrastructures improve and bandwidth becomes a **commodity**, the competition for **product** differentiation will increasingly depend on the level of sophistication, degree of flexibility, and speed of...countries.  
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03891017 Supplier Number: 50039646 (USE FORMAT 7 FOR FULLTEXT)  
-NETSCAPE: Netscape & CNET sign agreement to deliver technology news,  
content, and services on Netcenter  
M2 Presswire, pN/A  
May 28, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1153

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...and services users need to keep their systems up-to-date, to compare and evaluate **products** that might enhance or improve their time online and to plan ahead for new technologies or **products** reaching the market in the months or years ahead. This announcement marks another step in...

...them easily. Content from CNET DOWNLOAD.COM will enhance the Netscape Download service, currently a **popular** site on Netcenter for downloading Netscape browsers, software, accessories and development tools. Visitors to the co-branded Netscape/CNET service will find today's most **popular** titles, including must-have utilities, the hottest games, the latest browsers and plug-ins that...

...online. For those in a hurry, specific titles can be located easily with

## Search report

Quick Search. -- **Product** Reviews from CNET COMPUTERS.COM: Whether purchasing **products** for home, school or work, CNET's expert staff provides in-depth reviews on **popular** hardware, software and peripheral **products**. A dynamic directory contains comprehensive information about the top, nationally distributed computer hardware, complete with...

...quick and easy way to find all the information they need to decide which computer **products** to get and where to buy them. -- Resources for Web Builders from CNET BUILDER.COM: Designed as a central source of industry news and **product** reviews for the Web building community, this section contains timely information that designers, developers and...

...It also provides a range of technology and marketing resources to support users creating software **products**, building an intranet or Internet site or simply trying to keep up on the latest...

...contains downloadable games, with powerful search mechanisms to help users find and obtain the most **popular** new games, as well as old **favorites**. In addition to the Netscape/CNET co-branded services, Netscape's Computing & Internet channel will leverage services that have been **popular** with millions of Netscape software users and Netcenter's more than 4.9 million members, including: -- Smart Update: This **popular**, one-stop resource enables members to download and install the latest Netscape browser, software and components. SmartUpdate analyzes a user's system and browser, creates a **personalized** list of available software components to bring it up-to-date, then downloads the appropriate...

...purchased, and to Netscape Software Depot by software.net to purchase more than 30,000 **products**. CNET, Inc. is an integrated media company which produces branded Internet networks and television programming...CNET also is the publisher of Snap!, a search and navigation service for all Internet **users**. Netscape **Communications** Corporation is a leading provider of open software and services for linking people and information over enterprise networks and the **Internet**. The **company** offers a full line of clients, servers, development tools, commercial applications and professional services to...

...Netscape Communications Corporation is available on the Internet at <http://home.netscape.com>, by sending **e-mail** to [info@netscape.com](mailto:info@netscape.com) or by calling +1 650 937 2555 (corporations) or +1 650...

...trademarks of Netscape Communications Corporation in the United States and other countries. Other Netscape logos, **product names**, and service **names** are also trademarks of Netscape Communications Corporation, which may registered in other countries. Other **product** and brand **names** are trademarks of their respective owners. \*M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR INFORMATION PROVIDED WITHIN M2 PRESSWIRE. DATA SUPPLIED BY **NAMED PARTY/PARTIES**.\*

16/3,K/38 (Item 15 from file: 636)  
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03877483 Supplier Number: 48467680 (USE FORMAT 7 FOR FULLTEXT)  
-MICROSOFT: Microsoft introduces Liquid Motion 1.0 for Web animation  
M2 Presswire, pN/A  
May 5, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1210

Search report

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...the familiar user interface of Liquid Motion and integration with Microsoft FrontPage, the world's **best - selling** Web site creation and management tool. Liquid Motion empowers users to create animations that will...

...fact, Liquid Motion is the first tool to publish Web animations that run on all **popular** browsers, without requiring users to download and install separate plug-ins. "Our goal with Liquid...

...power and excitement of animation to the broadest possible set of users," said Karl Jacob, **product** unit manager of multimedia authoring at Microsoft. "Customers told us they wanted to create animated Web sites that would better sell their **products** or communicate their ideas, but they found the existing multimedia tools to be too cumbersome. We designed Liquid Motion to be accessible for everyone, so new users will find the **product** easy to use and more experienced users will find that its powerful features save them...

...Web page that would otherwise require lengthy text. "As the proliferation of Web sites continues, **users** need new ways to **communicate**, to attract people to their sites and to keep them coming back," said Amy Wohl...

...part of creating compelling Web sites in the future. And Liquid Motion is a great **product** to vastly expand the use of animation because it sets new standards in ease of...

...home with the familiar interface of Liquid Motion, including common toolbars and buttons, similar menu **items** and shortcuts. -- Building-block feature set. All Liquid Motion features act like building blocks, enabling ...liquidmotion/. The beta software expires June 30, 1998. Liquid Motion will be available for a **recommended** retail price of \$149. **Users** of Microsoft Office and Microsoft FrontPage can take advantage of a special introductory estimated retail...

...information about Microsoft Liquid Motion at <http://www.microsoft.com/liquidmotion/> and about other Microsoft **products** at the **company's World Wide Web site** at <http://www.microsoft.com/>. Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software for **personal** computers. The company offers a wide range of **products** and services for business and **personal** use, each designed with the mission of making it easier and more enjoyable for people to take advantage of the full power of **personal** computing every day. Microsoft, Liquid Motion, FrontPage, DirectAnimation and DirectMusic are either registered trademarks or trademarks of Microsoft Corp. in the United States and/or other countries. Other **product** and company **names** herein may be trademarks of their respective owners. \*M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR INFORMATION PROVIDED WITHIN M2 PRESSWIRE. DATA SUPPLIED BY NAMED PARTY/PARTIES.\*

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03877380 Supplier Number: 48467577 (USE FORMAT 7 FOR FULLTEXT)  
-BBC: BBC Online offers free tours of Albert Square, Ambridge and Teletubbyland 24 hours a day  
M2 Presswire, pN/A

Search report

May 5, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 2974

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...is taking the Internet mainstream. Now people can interact directly with their favourite programmes and **personalities** in new, unique and rapid ways that would not have been dreamed of a few...

...around the clock, offering a unique perspective behind the scenes of the nation's favourite **popular** drama serial. The Teletubbies finally hit the Internet with their first ever official web site...

...site provides a huge amount of valuable consumer information, essential guides and the ability to **e - mail** the team with issues to investigate. Visitors can brush up on their knowledge of **consumer** rights with the Watchdog **Interactive** Quiz. The old comes together with the new in Antiques On The Web, which has all the latest news, information, events and opinions from the world of antiques. A monthly **online chat** forum will enable experts to share their knowledge and experience with visitors to the site...

...their treatment is progressing. Visitors can also sign up to receive the Animal Hospital fortnightly **e - mail** Newsletter, with all the latest news from the hospital. Your own pet could become a...

...bringing a regular exclusive view of what goes on behind the cameras, together with his **personal** experience of working at Animal Hospital. ANTIQUES ON THE WEB [www.bbc.co.uk/antiques...](http://www.bbc.co.uk/antiques...)

...new antiques quiz series. Antique of the Week takes an in-depth look at individual **items** such as an 1830's mahogany wheel barometer being sold by Michael Came, while the...links to other antiques sites. A special feature of the site will be the live **Online Chat** area, where each month, an expert will be on hand to answer questions. The first...

...s triumphant first home pasta cook-in! The Blue Peter Cybercafe is also proving a **popular** online destination, developing the programmes' themes and content to explore the Internet in an informed...

...and programme makers, find out the latest backstage secrets and gossip or even send a **personalised** cyber-poem to a friend. The Children's Homepage offers direct links to a host...

...children's programme-related webs sites, including Blue Peter, Live & Kicking and a new fully **Booked** site. CRIMEWATCH [www.bbc.co.uk/crimewatch](http://www.bbc.co.uk/crimewatch) Complementing the BBC-1 live monthly appeals programme...

...with information about how the programme is put together, and background on the presenters and **production** team. EASTENDERS [www.bbc.co.uk/eastenders](http://www.bbc.co.uk/eastenders) The EastEnders web site gives users a whole...War and our World" - delivered by John Keegan, the distinguished military historian. You can now **e - mail** views and opinions for Any Answers? and suggestions for Pick of the Week. BBC Disability...

...to deal with and avoid problems. Visitors can access Watchdog Essential Guides to buying a **car**, going to court, goods and services and package holidays or test their **consumer** knowledge with an **interactive** quiz, which will have a new set of questions every fortnight. Each of the

Search report

Watchdog...

...the TV World Cup coverage to viewers at home. Visitors will also be able to **email** their comments ...6661 \*M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR INFORMATION PROVIDED WITHIN M2 PRESSWIRE. DATA SUPPLIED BY **NAMED** PARTY/PARTIES.\*

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03873702 Supplier Number: 48458270 (USE FORMAT 7 FOR FULLTEXT)

**-THE EUROPEAN COMMISSION: The week in Europe**

M2 Presswire, pN/A

May 1, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1443

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...EMU questions under discussion. Commissioner Yves-Thibault de Silguy will take part in a live **Internet chat** on the euro on 6 May. See <http://europa.eu.int/chatsilguy/index.htm> Consumer...

...on goods bought anywhere in the EU.Purchasers would be able to have a faulty **item** repaired or replaced, or have their money refunded. The Council also formally adopted a Directive...

...papers on the implementation of EU consumer law, a 114m ECU (GBP 73m) framework for **consumer** -support activities, commercial **communications**, and a draft Decision on accident prevention. [IP/98/106 - Available via RAPID ] 'WTO should...

...40% of all EU energy use, the Communication proposes. Extending the existing labelling scheme for **appliances** and negotiating agreements with manufacturers could help, too, along with greater demand-side management by ...Europrix 98 invites entries in six categories by 30 June. See <http://www.europrix.org>, **e - mail** [secretariat@europrix.org](mailto:secretariat@europrix.org), tel 00 43 662 454888 700, fax 00 43 662 456174. The...

...1997. \*M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR INFORMATION PROVIDED WITHIN M2 PRESSWIRE. DATA SUPPLIED BY **NAMED** PARTY/PARTIES.\*

16/3,K/41 (Item 18 from file: 636)  
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03856752 Supplier Number: 48394517 (USE FORMAT 7 FOR FULLTEXT)

**Build Relationships with Women Online before Selling to Them**

About Women & Marketing, v11, n4, pN/A

April 1, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 534

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...most online users are married (60.5%) as well as more upscale than the



## Search report

general **population** . Commercial **websites** serve female users from this group by offering new **products** (74%), recipes (58%) or household cleaning shortcuts (47%). NetSmart also found that 58% of women...

...a travel purchase following their research. Another 69% of female online users had researched computer **products** , with nearly half (48%) later buying. Other online topics women sought included **cars** (50%) and home **appliances** (28%), which a respective 29% and 40% later purchased. The key to forming a commercial...

...which depends on marketers initiating, nurturing, sustaining, invigorating, deepening and extending the relationship with female **customers** . Some **suggestions** include: \* Attracting women by giving them what they seek in a website \* Making that site easy to navigate \* Giving women updated content and an **online community** as a reason to return to the site \* Previewing innovative new **products** and drawing women with contests, not games \* Learning more about female website visitors through thought-provoking online surveys \* Continuing the relationship by getting consumers' permission to send **e - mail** and faxes Source: MRI Fall 1997 Cyber Stats, Mediamark Research, Inc., New York, NY, Fall...

...sample: 500 female online users who are online at least an hour a week, excluding **email** ; NetSmart-Research, 926 Fifth Avenue, New York, NY 10021; contact: Bernadette Tracy (212) 794-9695...

...How-to: Attract women to websites by giving them an interactive option (rapid response to **e - mail** , chat rooms). Update as frequently as possible. Make the site easy to navigate, with purchase...

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03679250 Supplier Number: 47932996 (USE FORMAT 7 FOR FULLTEXT)  
**Newsbytes Daily Summary 08/25/97**  
Newsbytes, pN/A  
August 25, 1997  
Language: English Record Type: Fulltext  
Document Type: Newswire; General Trade  
Word Count: 4162

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...0 million to supply digital millimeter wave radio systems and associated services to its major **Personal Communication Networks** ("PCN") **customers** in the United Kingdom. 3. Telecom Roundup - Phasecom Demos SpeedDemon Cable Modem Sys -- REPEAT/By...

...Integrity Arts are taking Java in two directions, maintained Jon Kannegaard, vice president of software **products** at Sun division JavaSoft. 7. Music-Oriented Web Sites Give Listeners Choices -- REPEAT/By Sami...

...exist where the world's 40-plus million music lovers can preview tunes and download **personal favorites** for a small fee. These music sites are increasing to the tune of about 1...

...author of a recent report on the Internet music experience. 8. Personnel Update - Computer Integration **Names** New Chairman, CEO -- REPEAT/By Newsbytes Staff. Computer Integration Corp. [NASDAQ:CICC] says that Samuel ...

...Online has appointed Nicholas Buck vice president of business development. 10. Personnel Update - Prism Solutions **Names** VP Field Sales -- REPEAT/By Newsbytes Staff. Prism Solutions [NASDAQ:PRZM] has **named** Thomas J. Swanson vice president of North American field sales. 11. Personnel Update - Info Analysis...

...to oversee the development and support of its UNICAST/2000 (Universal Computer Aided Software Translator) **product** line. 12. Networking Roundup - Madge's New Presto PCI Token Ring Adapter -- REPEAT/By Newsbytes...

...ATM Switches -- REPEAT/By Newsbytes Staff. On September 2 HyNEX will reportedly ship its full **product** line of asynchronous transfer mode (ATM) and Ethernet switches for Ethernet, Fast Ethernet, and fiber...

...real case. 17. Japanese ISP Strikes At Spammer -- REPEAT/By Patrick McKenna. Typhoon Inc., a **popular** Tokyo Internet service provider (ISP), filed a suit against Paging America and an alleged company...due to a typo.) By Patrick McKenna. Epoch Internet, an Internet service provider (ISP) and **World Wide Web** hosting **company**, has announced metered T-1 service for \$100 plus telephone company (telco) charges. Company officials ...

...1 and T-3 Internet access charges. 29. ISPs Gather To Discuss Problem Of Junk **E - mail** -- By Brad Templeton. Internet service providers (ISPs) gathered together in San Francisco at the ONE ISPCon to discuss the problem of junk **e - mail** (sometimes known as spam) and solutions to the problem. Chairing the panel was Barbara Dooley...

...are demanding increased overall performance, which is now being offered by Adaptec's system bandwidth **products**. 32. Hong Kong Shakedown Yields 10,000 Hot **CDs** -- By IT Daily. Hong Kong police have raided another shopping arcade in Hong Kong's Tsuen Wan district in Kowloon Sunday, which netted more than 10,000 suspected illegal **CDs**. Eleven men were being held for questioning Sunday night, according to a report in the...

...faxes, and scans. This new architecture will become a primary design approach for future digital **products** offered by Xerox worldwide. 37. Feature - Glitches of the Week -- By Leonard Lee This is...Oracle talks a lot about NCs but doesn't appear close to delivering any solid **products**, multi-user Windows outfit Citrix [NASDAQ:CTXS] is positioning itself to make big bucks in...

...integrated fax and voice processing board suited to Internet connectivity, and billed as the only **product** in the category able to support up to 30 ports in a single PC slot...

...has opened an online "virtual office" to provide information to companies that offer environment-related **products** and services. 57. Canada - Harvey Gellman Joins Alacrity -- By Grant Buckler. One of Canada's ...Grant Buckler. IBM Canada Ltd. has introduced ViaVoice (Newsbytes, Aug. 7), a continuous speech dictation **product** for **personal** computers. 61. Xerox Canada Offers Document Systems -- By Grant Buckler. Xerox Canada Inc. has introduced...

...that MCI's network - including telephony and Internet services - currently brings to customers, yet will **handle** new bandwidth-hungry applications, an MCI spokesperson said. 65. LivePix Intros FlashPix Photo Package For...

...taking the ritual of passing out the latest pictures of families, dogs and cats, new **cars**, or most any photo imaginable, into the wired age with its new Kodak Picture Network. 69. Oppenheimer To Use **E - mail**

Search report

Surveillance System -- By Bill Pietrucha. Until artificial intelligence develops to the point where computers will...

...compliance of securities and investment regulations is coming under the cold, uncompromising stare of an **e - mail** surveillance system. The Assentor system, developed by SRA International Inc., is going to get one ...

...opened in order to provide the company's customers with better service and more new **products** as they enter the European market. 74. Hostage Crisis Ends At NEC -- By Sami Menefee...venerable mainstay of every student still may have its place in the classroom, but the **personal** computer is de rigeur this year at Virginia Polytechnic Institute and State University, known as...

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03415355 Supplier Number: 47030509 (USE FORMAT 7 FOR FULLTEXT)  
**CTINET LTD: CTI information resource successfully launched on the Net**  
M2 Presswire, pN/A  
Jan 13, 1997  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1140

... writes on CTI for Network Week and Computer Weekly and has published a number of **books** on the topic. Rob has **advised** many **users** and suppliers in the CTI world and has conducted seminars on this **popular** topic all over the world. "One of the: questions that TA am constantly asked is...

...already created a lot of interest on-line, according to Rob. In particular, the CTI **Chat** facility, an **on - line** bulletin board service, is attracting a lot of interest. Not only does it act as...

...the many varied aspects of CTI. Users also have the facility to register for an **E - mail** updating service. The extensive directory of **product** and service suppliers has also been busy, with a steady flow of companies registering as...

16/3,K/44 (Item 21 from file: 636)  
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03144778 Supplier Number: 46435511 (USE FORMAT 7 FOR FULLTEXT)  
**KURZWEIL APPLIED INTELLIGENCE: Kurzweil launches voice recognition shareware over the Internet**  
M2 Presswire, pN/A  
June 3, 1996  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 972

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...Company's PC Applications Group. "Through Kurzweil VoicePad, these users will begin to realize the **productivity** -enhancing benefits associated with

## Search report

voice recognition technology. And, by distributing this application over the Internet...

...with the keyboard and mouse, creating a natural and intuitive approach to document creation. The **product** supports voice input for both dictation and navigation. Users can create text, enter data and...

...commonly spoken words, and the ability to add an additional 500 user-specific words. The **product** does not require any training, and can also be used as soon as it is...

...past two years in transforming their speech recognition technology into easy-to-use mass market **products**. Using the Internet to distribute Kurzweil VoicePad is a great way to introduce voice-enabled PC computing to large numbers of new users. For these first time users, this **product** should provide a very positive experience with voice recognition technology," said Jeffrey Tarter, editor/publisher...

...recommended for Kurzweil VoicePad's on-line demo, and a 28.8-Kbps modem is **recommended** for the download. After **users** have registered with Kurzweil AI, they can download Kurzweil VoicePad Release 1.0 from the **Company's web site** for free. Once they have had a chance to experience the benefits of Kurzweil VoicePad...

...from Kurzweil AI for \$49.95. If they decide they want to voice-enable other **popular** Windows applications, or would benefit from a larger active vocabulary because of their business or...

...to Kurzweil VOICE for Windows Release 2.0 by calling 1-800-380-1234. Registered **users** can also **contact** Telex **Communications** by visiting their web site ([www.telex.com/mac/computeraudio/nomad.html](http://www.telex.com/mac/computeraudio/nomad.html)), or by calling ...

...introductory of price \$19.95. Telex Communications, Inc. is a premier manufacturer of audio communications **products** for a diverse group of markets including computer audio, multimedia, telecommunications, professional audio, aviation, land...

...systems, VoiceMED and Kurzweil Clinical Reporter, are used in over 500 healthcare institutions nationwide. All **product names** referenced herein are trademarks of their respective companies. CONTACT: Mark D. Flanagan, Kurzweil Applied Intelligence Tel: +1 617-893-5151 **e - mail** : markf@kurzweil-ai.com Jeff Aubin, Brodeur & Partners Tel: +1 617-622-2841 **e - mail** : jaubin@brodeur...com M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR INFORMATION PROVIDED WITHIN M2 PRESSWIRE. DATA SUPPLIED BY **NAMED** PARTY/PARTIES.

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03144740 Supplier Number: 46435473 (USE FORMAT 7 FOR FULLTEXT)  
**GLOBAL VILLAGE: Ex Machina and Global Village sign licensing agreement for AirMedia Live!**  
M2 Presswire, pN/A  
June 3, 1996  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 640

Search report

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...communication technologies, and we expect this to be the first in a series of wireless **products** ." "Global Village was chosen to be the first licensee of AirMedia Live! receivers because of...

...Global Village's position as an industry leader will contribute significantly to the success and **popularity** of AirMedia Live!" AirMedia Live! is a wireless news, entertainment and messaging network that extends ...

...information. Global Village Communication, Inc. Global Village (NASDAQ: GVIL) is a leading supplier of integrated **communication** solutions for **personal** computer **users** . The company's broad **product** offerings include software that integrates fax, data, **e - mail** , Internet, voice mail, speakerphone and paging capabilities for individual **users** ; **communication** servers that combine fax, remote access and network modem for small businesses and workgroups; fax/modems; and Integrated Services Digital Network **products** for individuals, small businesses and branch office connectivity. Global Village sells its **products** directly and through leading retailers and distributors worldwide. Ex Machina, Inc. Founded in 1988, Ex...

...for paging, broadband and narrowband PCS, GSM, ESMR and digital cellular networks. The company's **products** range from single-user desktop paging programs to sophisticated networked electronic mail gateways and wireless ...

...company headquartered in New York City with offices in Newport Beach, CA, Ex Machina's **products** are sold directly and through OEM relationships with leading wireless and computer industry companies. Additional information is available on the **company** 's **World Wide Web** site at <http://www.airmedia.com>. Note to Editors: Global Village is a trademark of Global...

...pending. CONTACT: Linda Goncalves/Liz O'Donnell, The Bohle Company Tel: +1 310/785-0515 **e - mail** : linda@bohle.com **e - mail** : liz@bohle.com Patricia Mozzillo, Technology Solutions Tel: +1 212/696-2000 x 252 **e - mail** : pmozzillo@tsipr.com M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR INFORMATION PROVIDED WITHIN M2 PRESSWIRE. DATA SUPPLIED BY **NAMED** PARTY/PARTIES.

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03028517 Supplier Number: 46186366 (USE FORMAT 7 FOR FULLTEXT)

**TITLTETATTLE**

Internet Business News, pN/A

March 1, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1735

... in the first month...

IMALL INC says that it has acquired America's Yellow Pages **Online** , a **company** which provides **Internet** Yellow Pages' services in the USA for undisclosed terms... PAGING PARTNERS CORP in the USA has started shipping AlphaPlus **E - mail** , its gateway software package that allows people to receive LAN-based **e - mail** messages on their **personal** pagers without having to establish an Internet address... Further security holes have been

Search report

found in...

...users... Executives at HITACHI LTD are considering the merits of launching a sub-US\$500 **personal** computer designed for simplified Internet access, it has been revealed, utilising an Intel Corp microprocessor, **CD-ROM** drive and modem... AMERITECH, a US regional telco, says that it is to offer...

...be moved without ruining the source... Figures from IDG say that 75% of corporate Internet **users** plan to use it for **communicating** brand and **product** information during 1996 and 15% plan to use it for customer services -- only 10% plan...

...use it for actual sales... The BRITISH LIBRARY has spent over GBP14m on information technology **products** in 1995 with part of this on a new project to make its collection of...

...investigation by the Institute of Trading Standards after it admitted that its CyberSeat Internet flight **booking** service had bugs which quoted business class rates for economy flights, as revealed in a...

...its revenues are coming from corporate site licensing, covering the use of its Internet WWW **products** ... NETSCAPE COMMUNICATIONS CORP has introduced Japanese, German and French-language versions of its Netscape Navigator...

...the middle of March, providing national access to the Internet without users subscribing to the **company**'s **online** information service... SUN MICROSYSTEMS INC says that it will ship its Java Client' -- or Internet...

...says that it is the first Windows software firm to sell its Smart Business System **products** over the Internet WWW using CyberCash's Internet secure payment system and that it is...

...now providing its customers with the option of purchasing so-called Registered Retirement Savings Plan **products** through the Internet...

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02891522 Supplier Number: 45875251 (USE FORMAT 7 FOR FULLTEXT)  
**COSMI: COSMI introduces "Internet Connection Plus" -- low-cost internet access software**  
M2 Presswire, pN/A  
Oct 23, 1995  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 529

... Calendar Magic.  
Internet Connection Plus offers several unique features: the Internet MENTOR Help System, a **product** that works with the Windows Help System to assist users with common Internet terms; Internet MENTOR **Book Marks** to initially help guide the user to interesting and informative places on the World...

...From the COSMI Home Page, users can download free COSMI software, tour the COSMI facilities, **e-mail** questions about using the **product**, and

Search report

even **chat** with other **Internet Connection Plus users** .

There are many value-added benefits to the product. The normal \$25 start-up fee...

16/3,K/48 (Item 25 from file: 636)

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02891308 Supplier Number: 45874433 (USE FORMAT 7 FOR FULLTEXT)

**PRODUCT SIDEWIRE...**

Telecomworldwire, pN/A

Oct 23, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 665

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...can click on one button to access the company's Quicken Web site to read **personal** -finance tips, review the online services of several banks and order Intuit software... COMWAVE has...

...is now recommending Lasat's Credit 144 PC card fax modem as a successfully tested **product** which has proved to be compatible with all Compaq computers which have PC card slots... CENTERLINE SOFTWARE INC has expanded its **product** offering for the commercial software development market by porting its Unix C/C++ development tools...

...HFE-4222 high-power LED transmitter and HFD-3222 analogue receiver are packaged in the **popular** dual-in-line (fibre DIP) housing and feature conductive metal barrel connectors rather than plastic...

...has signed an agreement with Furukawa Electric Co Ltd of Japan to develop ATM switching **products** for workgroup networks with the first **products** being made available in the first half of 1996... MICRO SOLUTIONS INC has introduced the...

...6m point locations of postcodes throughout the UK and matches the postcode information within the **user** 's data to the **corresponding** geographical location of the postcode... MICROTOUCH SYSTEMS has introduced the TruePoint SpaceSaver touch monitor line...

16/3,K/49 (Item 26 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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02421996 Supplier Number: 44812568 (USE FORMAT 7 FOR FULLTEXT)

**Apple-Launches eWorld**

Interactive Facts, v1, n16, pN/A

July 4, 1994

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 852

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...have eWorld available globally this year, and to have a version for DOS/Windows-based **personal** computers in 1995. NewtonMail, an eWorld messaging service, is shipping on every Newton from Apple...

# Search report

S1 3945927 WWW OR W()W()W OR WORLDWIDE()WEB OR WORLD()WIDE()WEB OR INTERNET OR ONLINE OR ON()LINE

S2 2099773 WEB() (SITE? OR PAGE?) OR WEBSITE? OR WEBPAGE? OR HOME()PAGE? OR HOMEPAGE? OR WEBBASE OR WEB()BASE? OR PORTAL? OR VIRTUAL OR SIMULAT? OR LOGICAL

S3 631570 (S1 OR S2) (2N) (COMMUNIT? OR POPULATION OR SOCIET? OR SOCIAL() (LIFE OR RELATION?) OR FELLOWSHIP? OR ASSOCIATION? OR COMPAN? OR ORGANIZATION? OR CHAT?)

S4 5683894 USER? OR CONSUMER? OR BUYER? OR PURCHASER? OR SHOPPER? OR -EMPTOR? OR CUSTOMER? OR NETIZEN?

S5 9451557 ITEM? OR PRODUCT? OR MERCHANDISE OR WARE? OR COMMODIT?

S6 3697147 BOOK? OR CD OR CDS OR COMPUTER ( ) GAME? OR APPLIANCE? OR CAR OR CARS OR AUTOMOBILE? OR RESTAURANT? OR TOY OR TOYS OR POPULAR? OR BEST()SELLING OR BESTSELLING OR FAVORITE?

S7 8451860 CONTACT OR REACH? OR CONNECT? OR APPROACH? OR QUESTION? OR CORRESPOND? OR COMMUNICAT? OR INTERACT? OR MEET?

S8 3309982 RECOMMEND? OR REVIEW OR EVALUAT? OR ADVOCAT? OR PREFERENCE? OR TESTIMONIAL? OR SUGGEST? OR ADVICE OR ADVIS?

S9 3899610 E()MAIL OR EMAIL OR ELECTRONIC()MESSAGE OR HANDLE OR AVATAR OR PERSONA? OR ALIAS OR PSEUDONYM? OR ANONYM? OR NAME? OR PHONE()NUMBER OR INSTANT()MESSAG? OR IM OR ICQ

S10 347138 S4 (5N) (S7 AND S8)

S11 151 S3 (S) S10 (S) S5 (S) S6 (S) S9

S12 69 S11 NOT PY>1999

S13 52 S12 NOT PD>19990409

S14 35 RD (unique items)

File 16:Gale Group PROMT(R) 1990-2002/Feb 07  
(c) 2002 The Gale Group

File 160:Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group

File 148:Gale Group Trade & Industry DB 1976-2002/Feb 07  
(c)2002 The Gale Group



Search report

**14/3,K/1 (Item 1 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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09187523 Supplier Number: 55981033 (USE FORMAT 7 FOR FULLTEXT)  
**COMPANY PROFILES.**  
Convenience Store News, v33, n10, p115  
August 1, 1997  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 53726

... Art Thomas; Controller  
J. R. Kim; Sales Mgr.  
David Schuller; Engineering  
Product Lines & Products:

BAKERY  
**CUSTOMER** SERVICES, RETAIL  
ATMs  
FIXTURES, INTERIOR DESIGN,  
CONSTRUCTION/ARCHITECTURE/BUILDERS  
Air/Temperature Control & Systems  
Checkout Systems...

**14/3,K/2 (Item 2 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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07038435 Supplier Number: 55385586 (USE FORMAT 7 FOR FULLTEXT)  
**Think Small for Big Gains.**  
Lovrak, John A.  
Adhesives Age, v41, n1, p22  
Jan, 1998  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1133

... is the Internet. We now have customers insisting we send shipment quality data via Internet **e - mail** . Every company must now have a **web site** complete with **company** history, **product** descriptions and a catalog of **e - mail** addresses so our **customers** , academicians or competitors can **contact** us anytime day or night. It is reported that a new software package called Real...

...bring new meaning to relationship building. It now is the norm to get requests for **product** or pricing information from Thailand or Zimbabwe within a few minutes compared to the days...

...Our business cards are getting so crowded with alternative addresses and phone numbers that our **names** are barely distinguishable. Doesn't this remind you of something someone once said about us becoming just a number? Can faxes and printers for every company **car** be the new battle cry? We can now be paged anywhere in the world. Where...

**14/3,K/3 (Item 3 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2002 The Gale Group. All rts. reserv.

Search report

06226726      Supplier Number: 54242642    (USE FORMAT 7 FOR FULLTEXT)  
**E-Business: 3Com Outlines E-Business Strategy and Program Built From the  
Ground Up, Global Real-Time Information Infrastructure Nears  
Completion. (Company Operations)**  
EDGE, on & about AT&T, pNA  
March 22, 1999  
Language: English      Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count:    882

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...anywhere in the world. In addition to offering expanded capabilities for enabling customers to purchase **products** online, this new system will also provide up-to-the-minute information on **product** availability and delivery, order management, distribution, logistics and shipping schedules. 3Com projects that 80 percent...

...and John McClelland, announced Wednesday as the senior vice president of supply chain operations. The **company's web site** is designed to **handle** the growing demand of e-Business customers. It is already the most frequently visited site...

...said Clark Masters, vice president and general manager of the Data Center and High Performance **Products** Group, Sun Microsystems, headquartered in Palo Alto, Calif. "We're thrilled that Sun solutions can ...

...of more than \$100 million this calendar year, due to a company-wide increase in **productivity** and a reduction of inventory associated with operational efficiencies." Five key components comprise 3Com's...

...implemented company-wide and will provide accurate, real-time information on pricing and availability of **products**, entry and status of orders, account backlog and returns. o Global Customer Support provides information to customers more quickly and simply. One application, 3Com Knowledgebase, allows **customers** to input their particular **question** or problem, and receive accurate answers instantaneously, directly through the web. The cost to **handle** this type of call has been reduced from a minimum of \$10 when the call...

...and other benefits they can receive, including software downloads and training. 3Com Knowledgebase is a **popular** service, with 132,000 registered users worldwide. o Supply Chain Management allows companies and suppliers...

...work together more efficiently. Inventory can be replenished automatically as needed, eliminating large amounts of **products** from being delivered until they are required. o e-Marketing enables companies to capture information...

...500,000 unique visits each week. The company is now able to focus on specific **customer preferences** and offer proactive marketing campaigns targeted directly to their interests. o Employee Communication Intranet offers...

14/3,K/4      (Item 4 from file: 16)  
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Search report

06224839      Supplier Number: 54233970    (USE FORMAT 7 FOR FULLTEXT)  
**Novell Debuts New Identity -- VARs are target/sales army for Novell  
Directory Services. (Company Business and Marketing)**  
Medford, Cassimir  
VARbusiness, v15, n7, p17(1)  
March 29, 1999  
Language: English      Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count:    515

...      set of new products based on NDS.

At the top of the list of new **products** that drew raves from attendees of the company's Brainshare '99 conference was digitalme, a...

...allows end users and consumers to configure a universal identity that goes beyond simply a **name** and password. With digitalme, users can extend their **personal** identities to include **preferences**, **bookmarks**, interests and **contact** information. **Users** can adjust the available information to match their participation in different **virtual communities**. They can include more **personal** information for "buddy" communities and less for new commercial relationships.

"The question is not where...

14/3,K/5      (Item 5 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06173710      Supplier Number: 54028807    (USE FORMAT 7 FOR FULLTEXT)  
**Market Memo: E-commerce finding its niche, but results a firm - don't know.**  
Dalton, John  
Health Industry Today, pNA  
Jan, 1999  
Language: English      Record Type: Fulltext  
Document Type: Newsletter; Professional Trade  
Word Count:    2172

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...personnel, but one from which they can reap big benefits. It's a dilemma: Put **products** on the Web, and manufacturers risk losing the support and loyalty of in-house sales...

...t relish the prospect of watching commissions become Internet ether. Manufacturers who don't put **products** on the Web risk losing customers attracted to savings as high as 15% after discounting commissions and paperwork. Worse still, manufacturers who don't put their **products** on the Web will probably discover their competitors do. Conversely, in a best-case scenario, manufacturers can put **products** on the Web and watch sales roll in with little, if any, of the costs...

...rival that of garage sales - locations full of murky home pages offering heaps of obscure **items** nobody really wanted or needed. Now, depending on who is quoting the statistics, e-commerce...

...to-face, people-centered business, in which deals are won and lost during meetings and **product** demonstrations. Companies such as IBM have spent fortunes in creating corporate identities ("Big Blue") which have become synonymous with its **products**. To risk losing that identity means a direct hit to the bottom line. IBM directs...

## Search report

...avoid being "amazonized," meaning the loss of business to online sellers in the way that **bookstore** chains have lost sales to amazon.com.inc., the e-commerce print marketing leader. Do...

...publicity, often keeping online prices high so that traditional vendors can lead the way with **product** discounts. Some manufacturers are offering salespeople and distributors commissions from online sales on a good will basis. Still other manufacturers offer commissions to the salespeople who would normally **handle** an account that has gone electronic. Salespeople are perhaps justifiably worried they will become the...in e-commerce is the current growth level better demonstrated than in the area of **product**, information technology and service providers. A number of companies have sprung up, offering the health...

...providers promise reduced costs, ease of access, and most important, ground-level opportunity. One such **company** is **www.medibuy.com** of La Mesa, Calif. President Charles Smith has little doubt of what is...

...e-commerce as a faster, more competitive and ultimately more cost-effective way of buy **products** and equipment," he says. Like others of its kind, medibuy.com will enable buyers from...

...and click a Request for Proposal (RFP) icon. From a number of "yellow pages" of **products** and equipment, the buyer submits an RFP to any number of vendors. The information is...

...receiving marketing pricing trends and indices of prices, lowest to highest, of prices paid by **item**. E-commerce, concludes Smith, has staggering sales potential in the health care industry. No limit...

...Va., the service covers health law and regulation, clinical care and outcomes, and device and **commodity** information. It is a result of cooperation among a number of health care publishing companies including Health Resources Publishing, Opus **Communications**, Manisses **Communications** and Strafford **Communications**. **Buyers** going online, but wary As e-commerce spreads to every corner of the industry, buyers... face-to-face contact with sales reps. "I see e-commerce as being valuable for **commodity** **items**, but not for patient care materials," he says. "For instance, we've done a lot..."

...450 beds plus outpatient clinics, will upgrade its electronic ordering system which uses a master **product** catalog of 60,000 **items** to transmit orders to distributor Owens & Minor, Richmond, Va. GPOs are not left behind. Premier...

...of stolen account numbers, and not being able to talk to a sales rep or **product** demonstrator are being overcome by manufacturers as the medium matures. Buyers will increasingly use the...

14/3,K/6 (Item 6 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06151102 Supplier Number: 53940003 (USE FORMAT 7 FOR FULLTEXT)  
**COMPANIES JOIN TO DEVELOP WIRELESS INTERNET AND DATA SERVICES.**  
Mobile Communications Report, v13, n4, pNA  
Feb 22, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 982

Search report

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...to 9% from current 1% by next year, and nearly 2/3 of current wireless **users** plan to use wireless data **connection** in "near future." Among biggest developments is Cisco-Motorola partnership to invest up to \$1...

...based wireless network. Companies said they will license each other's technology and develop complementary **products** in arrangement that includes plan to build network based on open standards that will operate...

...will consolidate all message services and allow mobile user to send and receive voice mail, **e - mail** and faxes while talking on phone. (2) Wireless Commerce, enabling users to complete financial transactions...  
...develop Internet provider (IP) technology for its wireless services with Oz.com, which provides communications **products** for Internet and multimedia networks. Ericsson said companies are working on wireline and wireless Internet...

...will accelerate development and installation of microbrowser technology in new handsets sold to its wireless **customers**. Concert **Communications** joint venture with AT&T will be used to reach business subscribers, **companies** said. Nextel **Online** is bid by Nextel and Netscape Communications to offer wireless Internet access, along with help...

...will provide "'anytime, anywhere' access to information and services over the Internet from any information **appliance**," company said. Toshiba and Bellcore also created joint R&D project focused on developing software  
...

14/3,K/7 (Item 7 from file: 16)

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06147086 Supplier Number: 53927775 (USE FORMAT 7 FOR FULLTEXT)

**WebTrends & Vignette IPOs buck Net stock correction.**

Computergram International, n3603, pNA

Feb 22, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 389

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Shares in two **internet** software **companies** began trading healthily on the Nasdaq-Amex exchange Friday, seemingly oblivious to the recent downturn  
...

...commerce, the market clearly believes Vignette has a massive future. Its StoryServer application platform enables **companies** to engage **web site** visitors with **personalized** interactions that are designed to stimulate buying and strengthen customer loyalty. The package offers decision support capabilities to analyze **customer preferences**, analyze where they live and determine the **popularity** of individual **products** and services. Vignette is about to ship its Syndication Server platform, which is designed to...

14/3,K/8 (Item 8 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06137584      Supplier Number: 53897297      (USE FORMAT 7 FOR FULLTEXT)  
**Voice Processing: L&H Introduces First Product to Combine Continuous  
Speech Recognition, Translation and Voice-Powered Accessories. (Lernout &  
Hauspie's Voice Xpress Ultimate Suite voice recognition software) (Product  
Announcement)**  
EDGE: Work-Group Computing Report, pNA  
Feb 15, 1999  
Language: English      Record Type: Fulltext  
Article Type: Product Announcement  
Document Type: Newsletter; Trade  
Word Count:      959

...      Speech Recognition from L&H Voice Xpress: o Tight integration with  
Microsoft Office applications -- The **product** is optimized for creating,  
editing and formatting documents in Microsoft Word 97/95, Excel 97...

...controlling basic functions of Windows applications. o Comprehensive,  
customizable vocabulary -- The L&H Voice Xpress **products** are equipped  
with a 30,000-word active vocabulary that the user can expand up...

...000 words. Translation from L&H Power Translator Pro: o Accurate  
sentence-based translation -- The **product** enables users to translate  
English documents, e-mails and Web sites to and from French, German,  
Italian, Portuguese and Spanish. o Translate incoming and outgoing **e -  
mail** instantly -- The translation utility for **e - mail** supports Lotus  
Notes Mail, Microsoft Mail, Microsoft Exchange and Microsoft Outlook. o  
Comprehensive language reference...

...population of the United States?," and WebFinder will find an answer! o  
Voice Scheduler--Enables **users** to easily create appointments and **review**  
schedules by voice. o Voice AddressBook--Lets users quickly find contacts  
and send **e - mail** messages. o Voice Calculator--A completely  
voice-enabled calculator that makes finding the answer to...

...estimated street price of L&H Voice Xpress Ultimate Suite, which  
includes software on a **CD -ROM**, documentation, and a noise-canceling  
microphone, is \$199.99. L&H Voice Xpress Ultimate...

...Web site at www.lhs.com or by calling 800-380-1234. Lernout & Hauspie  
Speech **Products** (L&H) is a global leader in advanced speech and language  
solutions for computers, **automobiles**, telecommunications, embedded  
**products**, consumer goods and the **Internet**. The **company** is making the  
speech user interface (SUI) the keystone of simple, convenient interaction  
between humans...

...technology, and is using advanced translation technology to break down  
cultural barriers. L&H's **products** and services originate in four basic  
areas: automatic speech recognition (ASR), text-to-speech (TTS...

**14/3,K/9      (Item 9 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06123866      Supplier Number: 53851688      (USE FORMAT 7 FOR FULLTEXT)  
**CHILD PROTECTION PANEL MEMBERS PROVIDE INTERNET POINTS OF VIEW.**  
Communications Daily, v19, n27, pNA  
Feb 10, 1999  
Language: English      Record Type: Fulltext

Search report

Document Type: Newsletter; Trade  
Word Count: 999

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

First batch of appointees to Child Online Protection Commission, largely unknown in online industry ( **CD** Feb 3 p3), includes representative of Okla. City long distance and Internet provider that calls...

...in addition to well-known conservative antiporn crusader Donna Hughes. Senate Majority Lott (R-Miss.) **named** 5 members, Senate Democratic Leader Daschle (D-S.D.) will appoint 3, and House leadership...

...be Administration representatives. According to Child Online Protection Act (COPA), representatives are supposed to be **named** from various segments of industry. When final terms of bill were being negotiated, then-Rep...

...problem, rather than on activists, sources said. Negotiators rejected language specifically allowing advocates to be **named**, and it wasn't sponsor's intent to include advocates, sources said. David Sobel, counsel ...

...his group should also be represented. Several sources said CDT counsel Deirdre Mulligan may be **named**. Lines blur further when ISPs also are activist organizations. Commission member Karen Talbert is dir. of **product** marketing for AmeriVision Lifeline, Okla. City-based long distance and ISP company founded in 1990...

...not be able to access 'offensive' materials on the Internet," according to material on its **Web site**. AmeriVision, parent **company**, gives 10% of customer's telephone bills, about \$1.5 million monthly, to conservative causes...

...Service, which gains customers through posting on church Web sites, says it has 450,000 **customers**. Lifeline's **approach** is similar to Working Assets, long distance **company** and **Internet** access **company** that donates part of its proceeds to causes at other end of political spectrum including...

...said in interview is largest franchisor with Integrity Online, based in Portland, Ore. He was **named** to commission by Lott as representative of "a business providing Internet access service." Keirnes told...

...obscenity in their home environments." He said his firm uses server-based filtering from company **named** n2h2, combined with local modifications. Keirnes said: "We've just seen a phenomenal response from..."

14/3,K/10 (Item 10 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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06087741 Supplier Number: 53613299 (USE FORMAT 7 FOR FULLTEXT)  
**Internet access: Intuit introduces new QuickBooks.com Web service. (Company Business and Marketing)**  
EDGE: Work-Group Computing Report, pNA  
Jan 18, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 429

Search report

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...the new QuickBooks.com web site, specifically designed to be the most comprehensive business and **product** Web resource for the more than 2.2 million users of QuickBooks - America's No...

...site to deliver essential business tools, information and advice plus support resources for its QuickBooks **product** - all in one place - with direct, one-click access from the QuickBooks 99 or QuickBooks...

...help them get more out of QuickBooks and better manage and grow their businesses." Essential **Product** and Business Tools, Information and Advice The newly re-designed site offers visitors three major...

...of small business tools, information and advice o Instant 24-hour access to free QuickBooks **product** support resources, and the opportunity to exchange ideas with other QuickBooks users and business owners...

...updates to ensure visitors have access to the latest business and QuickBooks tools, information and **advice** . The site features top **customer** -requested tools, information and services including: o Answers to more than 2000 small business and QuickBooks questions o Access to free 24-hour QuickBooks **product** support resources o The latest business and QuickBooks news o Free **e - mail** newsletters and QuickBooks **product** alerts o User-to-user forums for the exchange of business and QuickBooks ideas o...

...advice o Buying guides on everything from computers and office equipment, to the latest QuickBooks **products** and services o Easy-to-use tools for common business tasks, such as comparison shopping for loans, **booking** travel reservations, and finding a QuickBooks advisor or training seminar. Intuit Inc., the financial software and **Web - based** services **company** , develops and markets Quicken, the leading **personal** financial software; TurboTax, the **best - selling** tax preparation software, and QuickBooks, the most **popular** small business accounting software. Intuit's Quicken.com Web site offers the most complete set of **personal** and small business financial news, information and tools, including leading investment, mortgage, and insurance sites. Intuit's **products** and services enable individuals and small businesses, and financial professionals to better manage their financial...

14/3,K/11 (Item 11 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06082644 Supplier Number: 53595992 (USE FORMAT 7 FOR FULLTEXT)

**TELEPHONY.**

Communications Daily, v19, n11, pNA  
Jan 19, 1999

Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 1967

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...declined to comment Fri.on N.Y. lawsuit charging manufacturer with selling at least 59 **products** , from videoconferencing and voice mail systems to other devices, that can't **handle** Year 2000 (Y2K) transition. Suit, filed in N.Y. Supreme Court last week, seeks financial compensation on behalf of all customers who bought **products** Lucent knew weren't ready



for Y2K but were sold anyway. Lucent said suit was...

...voiced by group of CLECs and long distance companies in Jan. 8 letter to Rowe ( **CD** Jan 13 p5). CLEC letter warned Rowe that FCC plan could have detrimental effect on...MCI outbid Sprint in public auction for Telebras, winning control with \$2.3 billion bid ( **CD** July 30 p1). Sprint submitted higher sealed bid of \$2.15 billion compared with \$2...

...L St. NW, Washington, 202-776-0200. ----- Ex-Qwest Vice Chmn. Brian Thompson has been **named** non-exec. chmn. of Telecom Eireann (TE) in Ireland, effective today (Tues.) to help company...

...used by Western for local exchange service over fixed wireless loops in Regent, N.D. ( **CD** Jan 12 p1). Suit in N.D. Southwest Judicial Dist. Court in Mott seeks immediate...

...installation of 2nd high-speed Internet protocol circuit. Second 155 Mbps connection was installed to **meet** "growing demand" from European business **customers** for **Internet** services, **company** said.

14/3,K/12 (Item 12 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06073312 Supplier Number: 53553469 (USE FORMAT 7 FOR FULLTEXT)  
New PCs: New IBM PCs Let Consumers Match Their Systems To Their  
Lifestyles. (IBM ThinkPad i, Aptiva PCs ) (Product Announcement)  
EDGE: Work-Group Computing Report, pNA  
Jan 11, 1999  
Language: English Record Type: Fulltext  
Article Type: Product Announcement  
Document Type: Newsletter; Trade  
Word Count: 1164

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...its customers in the age of the Internet. With PCs, laptops, software, services, home networking **products** and options designed to **meet** the unique needs of the **consumer** technology user -- IBM boasts the most comprehensive suite of consumer **products** in the industry. "Our new PCs and notebooks offer great price performance and technology, but...

...Excite, Lycos and Yahoo, IBM is once again setting a new standard by letting consumers **personalize** their computing experiences. They can now choose the software they want, customize their own start pages for easy access to their **favorite** Internet sites, and get onto the Internet more quickly and easily. "With the recent additions of the Internet-based services to its **products** , IBM is demonstrating that it is dedicated to delivering more than just a PC to...

...register as Owner Privileges members, Easy Choice offers top-selling titles for entertainment, enrichment or **productivity** . The first two titles that customers choose are available for only \$9.95, including shipping...

...com, the PC Magazine Editor's Choice winner of "Best Software Store" on the Internet. **Personalize** The Web: Onto the Internet in an Instant IBM has made arrangements with Excite, Lycos...

...the familiar services of Excite, Lycos and Yahoo with the ability for

## Search report

consumers to easily **personalize** news, links and information based on their interests and **preferences** . From their customized start pages, **users** can organize their daily lives, leverage **online communities** and manage their own home pages. This creates an ideal point of entry to the...

...effort getting online. IBM users will also have quick access to IBM service and support, **product** information and great bargains. This feature will also be available for ThinkPad i Series customers...

...providing the ultimate in ease-of-use. Rapid Access Keys provide one-button access to **personal** portals or any four **favorite** sites or programs. 360 degree Internet Scrolling lets users navigate large documents from anywhere on...

...Privileges include preferred call handling at the IBM Help Center; discounts and special offers on **products** and services from IBM Owner Privileges partners; helpful IBM services to **advise customers** on **product** selection and usage **questions** and an **online community** for OP members to share ideas and experiences. IBM ThinkPad i Series Building on the **favorite** movie nearly anywhere, a huge bright 14.1-inch active matrix TFT screen and an...

14/3,K/13 (Item 13 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06055341 Supplier Number: 54141415 (USE FORMAT 7 FOR FULLTEXT)

### TECHNOLOGY.

Promo, n1047-1707, pNA

August, 1998

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1921

(USE FORMAT 7 FOR FULLTEXT)

### TEXT:

This **CD** -ROM Is a Cherry . . . Coke Some technology-infused promotional options deliver high-perceived-value to...

...is what Cherry Coke got, in the form of The Lost Island of Alanna, a **CD** -ROM game that sends players on a quest through the world of a fictional Mesopotamian...

...on a road tour of experiential sampling trucks. Kids spend as much as \$70 on **CD** -ROM and video games, so they eagerly snapped up free copies of Alanna. Meanwhile, Cherry...

...fortunes on the bottles and under bottle caps. No largesse is awarded outside of the **CD** -ROM itself. "Drinking Cherry Coke is doing something different. With Alanna, we created a world...

...we weaved brand messages into that world," says Meyer. Fusion 5 also set up a **Web site** and **chat** room for Lost Island of Alanna players, forcing the objective of getting teens talking about the brand. **Product** movement was also ramrodded, since players buy an average of 10 to 12 bottles of Cherry Coke each to get symbols needed to complete the game. "Every **company** has a **Web site** , but teenagers today are way past that. They're so far beyond everyone in the...consumers themselves insert the cards into magnetic scanners, which deduct the amount of the transaction. **Question** is, why would **consumers** take the time to stick a 10-spot into a machine to get another card...

...like the answer is, "extra goodies." Burger King customers who purchase cards at the test **restaurants** receive one loyalty point for every dollar spent. Ten points returns a free breakfast value...

...cards can also be used to activate buy-one-get-one free offers on Coke **products** and discounts on tickets to amusement parks, movie theaters, and sporting events. The Digital Conversation...

...their best customers. Taubman Mall Properties malls in the Washington, DC, area began talking to **shoppers** this year with an **interactive** program called **Shopper** Rewards, an execution of the Smart Spiffs program administered by St. Petersburg, FL-based Phoneworks...

...free number, because the smart phone system identifies who's calling by his or her **phone number**. "It allowed the stores in these malls to talk to these people directly more than...

...could be inserted into kiosks at stadiums for instant win prizes of game tickets, licensed **merchandise**, or concessions. Captured **personal** information was then used by the league to build a core-fan database. Riverside is...

14/3,K/14 (Item 14 from file: 16)  
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05980814 Supplier Number: 53292318 (USE FORMAT 7 FOR FULLTEXT)  
**Andrea Electronics Introduces New PC-Telephone Interface Product to Online Shopping and In-Store Retail Marketplace.**  
PR Newswire, p2382  
Dec 1, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1021

... Y., Dec. 1 /PRNewswire/ -- Andrea Electronics Corporation (Amex: AND) introduced today the Andrea ConnectSolutions(TM) **Personal** Computer/Telephone Headset Interface II (PCTI(TM) II), the Company's answer to the growing need for cost-efficient, high-quality computer-telephone integration (CTI) **products** within the growing Small Office/ Home Office (SOHO) and consumer retail marketplaces. The PCTI II draws from the **popular** features of Andrea Electronics' business-to-business channel CTI **product**, the **ConnectSolutions** PCTI, by **connecting** headset **users** to the computer or telephone to improve the performance of speech-centric computing and traditional...

...quality. Online shoppers can now place their orders for the PCTI II when visiting the **Company's website** ([www.andraelectronics.com](http://www.andraelectronics.com)). The Company will be offering the PCTI II in the first quarter of 1999 in computer and office **product** superstores nationally for a manufacturer's suggested retail price (MSRP) of \$119.95.

"Andrea Electronics...

14/3,K/15 (Item 15 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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05871376 Supplier Number: 53030496 (USE FORMAT 7 FOR FULLTEXT)  
**ISPs Grow Customer Base, Reduce Churn With ecPartner Program.**

Search report

PR Newswire, p9894  
Sept 29, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 433

... driven tool that allows small business users to quickly and easily create a commerce-capable **Web** site. **Users** enter **company**, **contact**, marketing messages, **product** /service and pricing information, and then upload the site to their ISP. Orders and inquiries are processed through secure **e - mail** forwarding and each site is automatically forwarded to **popular** search engines according to keywords entered during the setup. Users choose from over 500 professionally...

**14/3,K/16** (Item 16 from file: 16)  
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05537827 Supplier Number: 48394517 (USE FORMAT 7 FOR FULLTEXT)  
**Build Relationships with Women Online before Selling to Them**  
About Women & Marketing, v11, n4, pN/A  
April 1, 1998  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 534

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...most online users are married (60.5%) as well as more upscale than the general **population**. Commercial **websites** serve female users from this group by offering new **products** (74%), recipes (58%) or household cleaning shortcuts (47%). NetSmart also found that 58% of women...

...a travel purchase following their research. Another 69% of female online users had researched computer **products**, with nearly half (48%) later buying. Other online topics women sought included **cars** (50%) and home **appliances** (28%), which a respective 29% and 40% later purchased. The key to forming a commercial...

...which depends on marketers initiating, nurturing, sustaining, invigorating, deepening and extending the relationship with female **customers**. Some **suggestions** include: \* Attracting women by giving them what they seek in a website \* Making that site easy to navigate \* Giving women updated content and an **online community** as a reason to return to the site \* Previewing innovative new **products** and drawing women with contests, not games \* Learning more about female website visitors through thought-provoking online surveys \* Continuing the relationship by getting consumers' permission to send **e - mail** and faxes Source: MRI Fall 1997 Cyber Stats, Mediamark Research, Inc., New York, NY, Fall...

...sample: 500 female online users who are online at least an hour a week, excluding **email**; NetSmart-Research, 926 Fifth Avenue, New York, NY 10021; contact: Bernadette Tracy (212) 794-9695...

...How-to: Attract women to websites by giving them an interactive option (rapid response to **e - mail**, chat rooms). Update as frequently as possible. Make the site easy to navigate, with purchase...

**14/3,K/17** (Item 17 from file: 16)  
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05247406      Supplier Number: 47998319    (USE FORMAT 7 FOR FULLTEXT)  
**PlanetSearch Networks Launched to Create Dynamic Communities on the Web**  
PR Newswire, p922SFM008  
Sept 22, 1997  
Language: English      Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count:    950

... of the world's largest consumer electronics companies with annual sales of \$40 billion. Its **products** include: consumer electronics; lighting; components; semiconductors; communication systems; multimedia systems and software; domestic **appliances** ; professional solutions; medical systems and **personal care products** .

NOTE: PlanetSearch Networks, PlanetSearch and PlanetK-12 are either registered trademarks or trademarks of Philips...

**14/3,K/18**      (Item 18 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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05238417      Supplier Number: 47986828    (USE FORMAT 7 FOR FULLTEXT)  
**FTD.COM Makes Shopping Easier And Faster**  
PR Newswire, p917CGW013  
Sept 17, 1997  
Language: English      Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count:    739

... ability to review previous purchases made at the site, and they can annotate their address **books** with **personal** information about friends, family and associates online. As FTD's preferred customers, account holders will...

...and exclusive services throughout the year. FTD can also establish a Partners program for commercial **web sites** and **companies** with corporate Intranets, who may wish to promote FTD **products** online.

Whether you are shopping FTD's online catalog of over 100 products, or visiting...

**14/3,K/19**      (Item 19 from file: 16)  
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04943408      Supplier Number: 47265609    (USE FORMAT 7 FOR FULLTEXT)  
**LikeMinds Introduces Highly Accurate Personal Recommendation and Direct Marketing Software**  
PR Newswire, p401SFTU006  
April 1, 1997  
Language: English      Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count:    1184

... taste predictions improve user satisfaction and create more interesting applications. For example, we can recommend **items** for groups of two or more people, helping couples choose videos or **book club** members choose **books** . We can identify like-minded people for **online chat** , collaboration, or dating. Using parallel processing, we can **handle** huge

Search report

sites incorporating millions of people and millions of **items** . We can even make reasonable **recommendations** for the first **user** of a **Preference** Server application."

Business Focused

LikeMinds' tools are designed with web business needs in mind. The...

14/3,K/20 (Item 20 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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04756407 Supplier Number: 54760335 (USE FORMAT 7 FOR FULLTEXT)  
**BRAVE new Worlds.(Company Profile)**  
MANER, KATHLEEN; BANTSARI, LEA ANNE  
Interactivity, v2, n13, p31  
Dec, 1996  
Language: English Record Type: Fulltext  
Article Type: Company Profile  
Document Type: Magazine/Journal; Trade  
Word Count: 7901

WORLDS INC., LIKE THE **NAME** IMPLIES; IS IN THE BUSINESS OF BUILDING MULTI-USER 3D WORLDS IN CYBERSPACE -- environments where **users** can **interact** and, in some cases, further develop the space. San Francisco-based Worlds Inc. has built...

...pediatric hospitals), the U.S. Department of the Interior, and MGM. They've developed Worlds **Chat** , a **CD / online product** , as well as an **online community** called AlphaWorld. And with their world-building technology available for license, more such worlds may...

...company is using its Active Worlds technology (the force behind AlphaWorld) or Gamma (Worlds' code **name** for its technology that's still in beta) to build custom worlds. For example, the...

14/3,K/21 (Item 21 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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04610554 Supplier Number: 46781587 (USE FORMAT 7 FOR FULLTEXT)  
**Access to Asia**  
Travel Agent, p74  
Oct 7, 1996  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1402

... the Hong Kong site at [www.zero.com.hk/hkta/hkta.html], which offers such **items** as history, an events calendar, contact numbers and information on shopping, culture and currency. Also accessible on the site is a **restaurant** database that allows users to search for dining establishments by **name** , type of cuisine or geographical area. An **Interactive** Hotel Guide, which allows **users** to look for a room based on rate and amenities, then lists the hotels that...

14/3,K/22 (Item 22 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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04361409      Supplier Number: 46396648      (USE FORMAT 7 FOR FULLTEXT)  
**Caligari Corporation Launches Pioneer and Pro, Two New VRML Authoring Tools  
for Creating Cool 3-D Web Sites**  
News Release, pN/A  
May 20, 1996  
Language: English      Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count:      1207

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Mountain View, CA -- May 20, 1996 -- Caligari Corporation, an industry leader in interactive 3-D **products**, today announced that Caligari Pioneer (previously codenamed Fountain) and Caligari Pioneer Pro, are now available ...

...web site at <http://www.caligari.com>. In addition, Caligari is offering purchasers of either **product** public space on Caligari's web site to effortlessly publish their 3-D creations. Caligari...

...tools for building and browsing three-dimensional "home worlds" on the World Wide Web. Both **products** are designed to build 3-D VRML web sites with realistic-looking graphical environments that...

...building block metaphor and encourage users to apply their creativity to develop their own unique **virtual communities**." "I've explored nearly every single method for creating VRML scenes, but I keep coming...

...Pioneer, my only limit is coming up with new ideas for VRML worlds!" The Pioneer **product** line incorporates Caligari's **popular** easy-to-use interface with powerful VRML authoring tools and fast VRML browsing capabilities. In...

...programs force users to work in wireframe mode or a 2-D window, the Pioneer **products** let users work in a natural 3-D perspective space and manipulate shaded solid objects in real time. This intuitive workspace encourages **users** to **interact** with their worlds as they create objects for them. \* 3-D Modeling for Creating High-Quality Objects The Pioneer **product** line offers many new and existing modeling features found in Caligari's flagship **product**, trueSpace, such as: \* 3-D Boolean Operations - This feature is beneficial for creating complex objects...

...sweep" them into 3-D. \* Import Capabilities - In addition to reading VRML files, the Pioneer **products** can re-use existing objects created in Caligari trueSpace2, Autodesk AutoCAD and 3D Studio, **Alias** Wavefront, Imagine and LightWave. \* 3-D Guide Help Technology- This unique VRML-based guide helps...

...quickly with 3-D tutorials on Pioneer tasks and tools. \* One-Click VRML Browsing The **product** allows users to switch between browsing and editing their 3-D worlds with one mouse...

...Since the navigation controls of Caligari Pioneer and Pioneer Pro are fashioned after those of **popular computer games**, users familiar with games such as DOOM will find it easy to navigate through VRML worlds. fCaligari's Pioneer **products** support 3-D sound, such as Intel's Realistic Sound Experience (RSX) audio technology. Users...

...viewers can move through environments immediately while the complete file downloads in the background. Both **products** also employ constant frame rate technology, which eliminates the jerky motion often experienced

with other...

...the VRML browsing experience. \* Virtual Neighborhoods Caligari Pioneer and Pioneer Pro are the first VRML **products** to offer 3-D **bookmarks**, or a "Virtual Neighborhood." **Favorite** VRML sites are marked with a 3-D object from that site and saved in...

...99 and Pioneer Pro has a special introductory price of \$495. Retail versions of both **products** will be ...new communication medium in themselves. In addition to moving aggressively into VRML, Caligari's retail **product** line consists of trueSpace/SE, the entry-level standard for 3-D graphics and animation...

...7620 or 415-390-9600. Fax: 415-390-9755. Web site:  
http://www.caligari.com/. **E - mail** : info@caligari.com. 0

**14/3,K/23** (Item 23 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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04027670 Supplier Number: 45855298 (USE FORMAT 7 FOR FULLTEXT)  
**EDUCATOR'S WORLD WIDE WEB TOUR GUIDE: CLASSROOM CONNECT(TM) RELEASES NEW BOOK/CD ROM PACKAGE**  
PR Newswire, p1012PH038  
Oct 12, 1995  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 650

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Educator's World Wide Web Tour Guide" by Timothy McLain and Vincent DiStefano -- a new **book** / **CD** ROM package that offers educators a graphical tour of more than 150 educational sites on...

...Web is more than just an easy way to navigate the Internet. The Web adds **personality**, depth, and breadth to the information available on the Internet." The 224-page softcover **book** is divided into 11 chapters by subject matter to help educators easily identify educational Web sites. Each page in the **book** is a self-contained package of information about one Web site, including a description of...  
...on the Internet. To highlight the creative graphics and color impact of the Web, the **book** includes a special, glossy, 16-page section of full-color computer screen shots of 48...

...best." Classroom Connect has also included a free Educator's World Wide Web Tour Guide **CD** ROM. Each **CD** ROM contains all of the Web sites featured in the **book** along with Web browser software which allows users to select the indicated "hotlinks" contained on each Web page and to browse them just as if they were **connected** to the Internet. **Users** with a computer modem and an Internet connection can use the **CD** ROM's built-in Web browser to actively link to the **book**'s Web sites on the Internet. About the Authors: Gregory Giagnocavo is an internationally recognized...

...author of the "All-In-One Internet Kit" (Wentworth Worldwide Media) and the "Educator's **Internet Companion**" (Classroom Connect). Tim McLain is an Internet writer for Classroom Connect and appears as the...

...June 1995. McLain co-authored the "All-In-One Internet Kit" and "The Educator's **Internet Companion**." Vincent DiStefano is an Internet writer



Search report

for Classroom Connect and co-author of "The All-In-One Internet Kit" and "The Educator's **Internet Companion** ." DiStefano also works on freelance Internet projects and teaches **Internet** basics to **companies** in the Lancaster (PA) area. Chris Noonan Sturm, a journalist and education writer, is Classroom Connect's Supervising Editor for Internet **Products** . She regularly edits Classroom Connect, the monthly K-12 Internet newsletter, and is a contributing writer and editor of "The Educator's **Internet Companion** ." Publication Information: "The Educator's World Wide Web Tour Guide" by McLain/DiStefano. Classroom Connect, 1995. **Book / CD ROM** package: ISBN 0-932577-16-4; 224 pp; \$39.95. Available October 1995. **Customer** Ordering Information: Classroom **Connect** 1866 Colonial Village Lane Lancaster, PA 17605-0488 phone: 800-638-1639 FAX: 717-393-5752 **email** : connect@classroom.net World Wide Web: URL http://classroom.net /delval/-0- 10/12/95 /CONTACT: Kim E. Conlin of Classroom Connect, 717-393-1000, ext. 221, or **e - mail** : kconlin@classroom.net/ CO: Wentworth Worldwide Media, Inc.; Classroom Connect ST: Pennsylvania IN: CPR PUB...

**14/3,K/24** (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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10676713 SUPPLIER NUMBER: 53344965 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Click 'til you drop. (Internet shopping)**  
Vogelstein; Warren, William J. Holstein; Susan Gregory-Thomas; Cohen, Fred; Lee, Evelyn; Egan, Jack  
U.S. News & World Report, 42(1)  
Dec 7, 1998  
ISSN: 0041-5537 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2466 LINE COUNT: 00199

TEXT:

...modern ways. One of the biggest local employers is Amish Acres, a complex of hotels, **restaurants** , and shops that caters to tourists who come from nearby states on motor coaches. But...

...Acres, listed his General Store on Yahoo!'s newly expanded shopping channel. "I photographed my **products** digitally and uploaded them to Yahoo!" says Pletcher. "It's mind-boggling." He can already detect a pickup in Christmas orders for food, dolls, log cabin candy, **books** , and kitchen gadgets. His **bestselling item** : shoofly pie, a molasses-based treat that goes for \$8.95. The new orders are...

...many more stores eager to list themselves. Yahoo!, for example, now offers 2 million-plus **products** from more than 27,000 stores. The "bundling" of different retailers ranging from J. C...

...experience. In many cases, the online malls and shopping channels allow customers to enter their **personal** details and credit card information just once to make multiple purchases, improving convenience and safeguarding...

...president for electronic commerce. The technological underpinnings of E-shopping are making rapid strides. Cheaper **personal** computers, handheld devices, and WebTVs are beginning to bring new users online. Prices for a ...

...such as cable and ADSL roll into households, providing direct connections to E-commerce sites. **Personal** search agents, which will scout multiple sites looking for a specific **product** at the lowest price, are also becoming available. Meanwhile, a recent three-year extension of...

...the roughly \$2.4 trillion that Americans are expected to spend on retail goods (including **cars** and groceries) this year, but it's the trend that counts. The major players in...

...are gaining online experience by making airline and travel arrangements, paying bills, and doing their **personal** banking or brokerage business via the Internet. Make a deal. AOL, which boasts the most...to shop faster than we ever did," says AOL's Brown. The main two research **companies** that track **online** spending disagree about just how big online shopping will become. Jupiter Communications says online sales...

...Web site to complement its TV sales. Traditional retailers also will have to establish electronic **connections** to **customers**, rather than just wait for them to visit existing sites once or twice a year...

...technologies that should make electronic commerce even more alluring to shoppers. The most promising are "**personalization**" technologies. When you're looking for a good **book** at Amazon.com, for example, you may be less concerned with its price and quality of binding than you are with its content. The **personalization** method that works in this case is something called "collaborative filtering." It recommends a new **book** to you by comparing your tastes with those of fellow **book** buyers who've reported liking the kinds of **books** you do. If you loved the new **book** by Dennis Rodman, for example, the site suggests that you also check out works by...

...may one day result in an endless stream of E-mails asking you to buy **products**. That's because the same technologies could disseminate your intimate buying habits to other marketers. Though Amazon.com does not now sell **personal** data about its customers, it reserves the right to do so in the future--unless users send the company an **E - mail** requesting privacy. When you're shopping for a **car** at Autoweb (www.autoweb.com), price and manufacturing quality are top concerns. So Autoweb employs...

...with an inventory comparable to, say, Home Depot's, but it lacks the kind of **personal** treatment that Sam at the local hardware store may offer. So the race is on...

...to the research firm Jupiter, 10 of the 25 leading online vendors have begun to **personalize** their Web sites along these lines. For consumers interested in obtaining the lowest price possible...

...for robots), sites that scour the Web to track down the best deal for particular **products**. A **popular** bot, Bottom Dollar (www.bottomdollar.com), is perhaps the easiest of the top services to...

...All you have to do is select a shopping category and then type in the **name** of the **product** for which you'd like to find comparative prices. Select **books**, for example, and type in The Afterlife and Other Stories by John Updike; Bottom Dollar delivers a list of online **bookstores** that have the **book** in inventory, along with the price that each charges. Changing behavior. All these systems have...

...Consumer behavior is likely to change as more buyers use the Internet to learn about **products** and discover what the best price is, even if they actually make their purchase at **cars** at a dealership to get a feel for the vehicle but then go home and buy the same **car** on the Internet for less money. More manufacturers like Levi's are launching sites that offer their **products** directly to customers. That's a cheap distribution channel, and it holds out the prospect...

...companies, like Barnes & Noble online, even use select customers as marketers, offering consumers discounts on **products** for every sale they

Search report

refer. Manufacturers also can customize their **products** online, much as Dell and Gateway have been able to do with their PCs. Mattel...

...has a site that lets customers choose their doll's skin tone, hair color, and **name**. Musicmaker.com allows shoppers to browse through decades of certain recorded music and produce **CDs** with their **favorite** tunes. That's something that the local Tower Records can't do. As E-commerce...

14/3,K/25 (Item 2 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry.DB  
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10470719 SUPPLIER NUMBER: 21146508 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**E-Commerce Takes Off.(electronic commerce)**  
McCollum, Tim  
Nation's Business, v86, n10, p34(1)  
Oct, 1998  
ISSN: 0028-047X LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2460 LINE COUNT: 00205

TEXT:

**Online** sales between **companies** are thriving, expanding, and becoming a necessity for small businesses. Doing business on the Internet ...

...to deal directly with their end customers. But so far the opposite is happening: The **Internet** is allowing **companies** to link their distribution and supply channels into unified electronic networks. This enables large corporations...

...over these closed networks can make financial transactions and exchange documents such as purchase orders, **product** specifications, and invoices-all electronically In the past two years, however, large companies have begun...partner, Chrysler Corp., as part of a pilot program for suppliers. A&M distributes loaner **cars** to journalists for **product** reviews and provides **cars** and training to Chrysler dealers when new models become available. A&M connects with Chrysler...

...and if there are any problems with an invoice, they contact us right away through **e - mail**, and I can immediately turn around and correct it." Chrysler's Internet EDI program began...

...up electronic bulletin board-and replacing it with EDI. To retain Raytheon's business, Lancaster **Name** Plate, a Palmdale, Calif., manufacturer of **product nameplates** and identification tags for industrial equipment, began looking at its EDT options. Chris Licciardi, Lancaster...

...Corp. had recently come out with a Web-based service called Harbinger Express that could **handle** transactions between Lancaster and Raytheon. "When we were first looking at it, we were wondering...

...most innovative was developed by Trade Compass Inc. in Washington, D.C. The Trade Compass **Web site** helps small **companies** transact business internationally It provides international trade information such as shipping schedules, customs regulations, and **product** availability Each day, Trade Compass sends subscribers an **e - mail** bulletin with global trade news. Trade Compass has formed a hub for small import-export...

...added to its primary site a section called Caravan, which enables

companies to transact business **online** . The **company** developed the application by customizing e-commerce software from Sterling Commerce Inc. in Dallas and...

...that small companies can have trying to break into global markets. But he says the **Internet** gives **companies** a common method for doing business with one another anywhere in the world. "There's...expectations of small companies' most valued business customers. If small firms hope to keep those **customers** , they need to **meet** those expectations. What Your Web Site Needs With an increasing number of small **companies** conducting business **online** , one of the greatest challenges facing newcomers to the electronic-commerce arena is setting themselves apart from the pack. Trading **online** requires **companies** to do more than simply set up a site to promote their goods and provide...

...commerce features at the outset. Many Web sites fail because they aren't equipped to **handle** financial transactions, according to CommerceNet, an e-commerce consortium based in Palo Alto, Calif. Third...

...services such as GE TradeWeb and Harbinger Express enable small firms to trade with other **companies** through secure **Web sites** using a Web browser. Companies including IBM Corp., Microsoft Corp., Netscape Communications Corp., Oracle Corp...

14/3,K/26 (Item 3 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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10416410 SUPPLIER NUMBER: 21050440 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**End of an Era?**

Cohen, Michael A.; Mayewski, Larry G.; Albanese, Michael L.  
Best's Review - Property-Casualty Insurance Edition, v99, n4, p75(1)  
August, 1998  
ISSN: 0161-7745 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 4925 LINE COUNT: 00441

**TEXT:**

...have generated different consumer needs and have led to fundamental shifts in sales of existing **products** and the development of new ones. Second, the blurring of distinctions among the financial services...

...array of companies trying to satisfy those consumer needs with a far broader portfolio of **products** . Third, consumers have become increasingly aware and demanding of value; they are becoming more knowledgeable about their options and seek the **products** with the value they perceive to be greatest. Mergers & Acquisitions: Everybody's Doing It! The...policyowners as members," a status narrower and with fewer rights than held by true owners. **Consumer advocates** , legislators and company executives are publicly debating the extent of this policyholder ownership, and the...  
...same opportunities to compete that are available to stock companies, despite the concerns raised by **consumer advocates** . While legislation for mutual holding company conversion varies among the 17 states that have laws...the strong correlation between companies' pro forma operating return on equity and their price-to-**book** multiples This relationship is true for insurance companies as well. It is clear that the...

...discount also is related closely to its pro forma operating ROE and its price-to-**book** multiple. This relationship demonstrates that the public won't value highly the security of a modestly profitable **company** , a **logical** reaction. Accordingly, the cost of capital to these

underperformers will be greater than that of...

...are rooted in the success of management. Amid all of the hue and cry from **consumer advocates**, no participating policyowner has ever realized any tangible proceeds as a result of being an...

...the stock and mutual segments-away from participating policies and toward increased sales of variable **products** that don't pay dividends, Therefore, the overall impact of dividend payouts imbedded within the...

...just may be. however, the best way to penetrate upscale markets and provide these demanding **consumers** with the **personalized** and sophisticated **advice** they seek. It might well follow that a mutual company, without the need to satisfy...

14/3,K/27 (Item 4 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
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10329760 SUPPLIER NUMBER: 20923954 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**PhotoDisc Puts a Human Face On Cyberspace; Announces Stock Photo Industry's First 24-hour Customer Service and Support Program.**  
Business Wire, p7210020  
July 21, 1998  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 908 LINE COUNT: 00079

... a trained service consultant who will provide a number of valuable services -- directing them to **products** they will find most useful (either web- or CD-based), advising them on the fastest way to get images to their desktop, answering technical and **product** questions, handling web registration and ensuring that web customers gets the most out of their time **online**. The **company** will also offer fast **email** response, usually within one hour, providing answers to deadline-driven **customer questions** at the time the **customer** has them -- not 12-24 hours later as has been typical in the industry.

"We...

14/3,K/28 (Item 5 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
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10222176 SUPPLIER NUMBER: 20641321 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**CompactPCI Community Tackles The Complexities Of Hot Swap.**  
Child, Jeff  
Electronic Design, v46, n11, p109(1)  
May 13, 1998  
ISSN: 0013-4872 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 4129 LINE COUNT: 00322

TEXT:

...different level of hot-swapping, remote repair, and maintenance capabilities. Because boot times of many **popular** operating systems are long, it's also desirable to keep the operating system running during...

...CompactPCI specification combines desktop PCI-based silicon and software with the rugged Eurocard packaging first **popularized** by the VME bus. The backplane and plug-in cards use standard, highdensity, 2-mm...

...uses two of the five connectors. The other three provide up to 315 pins for **user I/O connections**. This high I/O density is proving to be extremely **popular** in telecommunication, telephony, and datacom applications. The Road To Hot Swap The Hot-Swap Committee...  
...ground pins first. Second, spare bus signals were reserved to be used as needed to **handle** hot swapping. And third, CompactPCI now includes a microswitches option. Microswitches can be used as...Executive membership for ballot. You can learn more about CompactPCI and PICMG by visiting the **organization's web site** at [www.picmg.org](http://www.picmg.org). Key Companies Involved The Compact PCI Hot-Swap Effort Digital Equipment...worlds, CompactPCI leverages desktop PCI-based silicon and software with the rugged Eurocard packaging made **popular** by the VME bus. Less than three years old, this bus architecture has had its...

...often missed by many industry observers. The other three provide up to 315 pins for **user I/O connections**. This high-I/O density offers a great deal of flexibility for applications that need...

...needed for hot swapping. In the 3.0 specification, the backplane will be required to **handle** this clock routing as well. The goal is for all CompactPCI systems to be hot...

...of this year. The objective will be to test the interoperability amongst CompactPCI hot-swap **products**. The core CompactPCI specification will be enhanced to allow for 64-bit transfers. And, 64...

**14/3,K/29 (Item 6 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2002 The Gale Group. All rts. reserv.

09206338 SUPPLIER NUMBER: 19029876 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The top. (25 Best Sales Forces in the US) (includes related articles) (Best Sales Force) (Cover Story)**  
Brewer, Geoffrey; Conlon, Ginger; Yarbrough, John F.; Cohen, Andy;  
Marchetti, Michele; Dellecave, Tom, Jr.; Kaydo, Chad; Lucas, Allison  
Sales & Marketing Management, v148, n11, p38(18)  
Nov, 1996  
DOCUMENT TYPE: Cover Story ISSN: 0163-7517 LANGUAGE: English  
RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 14837 LINE COUNT: 01176

... cut down on reps' non-value-added time."  
But technology alone can't increase reps' **productivity**. Every eight to 10 reps in the CSO is assigned a field support specialist (FSS...

...reps and follows up with customers. If, say, a customer has a question about a **product** or has a problem and leaves a voice-mail message with a rep, the rep...

...says. "If it weren't for my FSS, I might have to field calls and **handle** problems when I'm in the **car** on the way to a client. Sometimes you can spend an hour handling a small...

**14/3,K/30 (Item 7 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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08915275 SUPPLIER NUMBER: 18566830 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The money changers: digital cash innovators talk banks, bits, bytes and**

bucks. (interviews with Intuit CEO Scott Cook, Digicash CEO David Chaum, Sholom Rosen, vp, Citibank, Federal Reserve Board Gov Larry Lindsey, Rep Mike Castle and U.S. Treasury Dept comptroller Eugene Ludwig) (Forbes ASAP) (Industry Trend or Event)

Koprowski, Gene

Forbes, v158, n5, pS68(6)

August 26, 1996

ISSN: 0015-6914

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3954

LINE COUNT: 00296

... finance is the "killer app" that will drive Internet usage beyond the 6% of the **population** currently **online** ? COOK: Financial services are a natural for the online world. After all, financial **products** are already electronic. Wealth isn't stored in gold bars or coins or stock certificates ...

...transition to a digitized consumer? COOK: Intuit is building technology highways that allow banks and **consumers** to **connect** . But financial institutions are the ones that will put the **products** - the **cars** - on the highway. And we know from customer research that people want to deal with a bank they know and trust. So instead of becoming a **commodity** , banks, brand **names** will become more important. If you're going to deal with a financial institution remotely...

...and trustworthiness that stands behind it. You can compare it to the process that grocery **products** went through over the last century. Brands weren't important in groceries a hundred years...

...really ran out in April 1985, less than a year after we launched our first **product** .

I went in front of the company, all seven of us, and said, "Look, things...

14/3,K/31 (Item 8 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

08732811 SUPPLIER NUMBER: 18360895 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Ingram rolls out information services. (Ingram Micro's customer-service information service) (Company Business and Marketing)

Pereira, Pedro

Computer Reseller News, n686, p10(1)

June 3, 1996

ISSN: 0893-8377

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 521

LINE COUNT: 00044

...ABSTRACT: to demonstrate the services at the 1996 Spring Comdex. The services provide access tools that **connect users** to the Ingram Information Warehouse , a database of **products** , promotions and services. Ingram's **customers** can **reach** the Warehouse either through the company 's Web site , a monthly CD-ROM or a fax service. The Warehouse also connects to Ingram's electronic-ordering tools, and customers can place orders using EDI, the DOS-based CAPS system and the IM Online system, which is Windows-based. The service was initially to be offered over AT...

14/3,K/32 (Item 9 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB

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08309767      SUPPLIER NUMBER: 17464800      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Net gains: the Internet is helping retailers find new ways to connect with vendors and consumers. (includes a related article on security)**  
Zimmerman, Denise  
Supermarket News, v45, n44, p11(4)  
Oct 30, 1995  
ISSN: 0039-5803      LANGUAGE: English      RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1892      LINE COUNT: 00158

... going on-line vary as widely as the assortments in their stores. Among the more **popular** applications used today: File transfer capabilities, which enable Harry's Farmers Market, Roswell, Ga., to...

...Austin, Texas, which is entering new markets. The chain uses its web pages to showcase **product** offerings, profile its suppliers and invite **consumers** to **correspond** via **E - mail**. Home shopping services, which are part of the recipe for big hitters like Wal-Mart...

...web page features Sam's Club Gift Express, which allows consumers to order specialty food **products**, while Wade's Carepack service for college students has drawn orders from New York to...

...say they frequently access resource material archived by government agencies, professional organizations and industry trade **associations**.

The **Internet**'s potential for consumer-targeted and business-to-business communications is limitless, rave the enthusiasts...

14/3,K/33      (Item 10 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2002 The Gale Group. All rts. reserv.

08199915      SUPPLIER NUMBER: 17487217      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The Internet beckons EDI. (electronic data interchange) (includes related article on EDI standards)**  
Higgins, Kelly Jackson  
InformationWeek, n547, p66(2)  
Oct 2, 1995  
ISSN: 8750-6874      LANGUAGE: English      RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1653      LINE COUNT: 00133

... there's been a mad rush to get EDI on the Internet," admits Kevin Thornton, **product** director for Premenos Corp., a Concord, Calif., supplier of Internet2DEDI software. Adds Fred Brock, systems...

...That phenomenon has centered mostly on retail and mass2Dmarket transactions; for example, ordering a music **CD** or a flower arrangement and paying with a credit card. But EDI deals are business2Dto2Dbusiness...

...for its routers and switches by sending purchase orders in x.12 format over the **Internet**. The **company** runs Premenos' Templar software, which fills some of the Internet's security holes by encrypting...  
...tool2Dkit that measures Internet reliability during an EDI transfer. "This would let you stress2Dtest EDI **products** and the data2Dtransfer link," says Randy VandenBrink, chair of the CommerceNet EDI working group. Assuming...

...offer an Internet electronic commerce service in November. The service will let EDI trading partners **reach** GEIS VAN services and **customers** via the Internet, says Anne Biehl, manager of market ...roll out an Internet service in the next month that combines its existing Connect Firewall



**product** and existing VAN services. "It will be marketed to organizations and companies that have chosen...

...EDI planners hope to blend EDI with the Web. EDI forms could be part of a **company's online** catalog at its Web site, says Wayne Toye, worldwide EDI marketing manager for Digital Equipment...

...s Vesper says a government buyer will be able to shop, order, and pay for **items** off a NASA computer hardware and software contract2Dall over the Web. Yet no one expects...

...standard defines how EDI documents can travel inside an Internet Multipurpose Internet Mail Extension (Mime) **electronic message**. Pioneering users such as universities have sent invoices and other EDI2Dtype documents via Internet file...

14/3,K/34 (Item 11 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2002 The Gale Group. All rts. reserv.  
>>>Accession number 8167806 is unavailable

14/3,K/35 (Item 12 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2002 The Gale Group. All rts. reserv.

07200360 SUPPLIER NUMBER: 14911588 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**DIGITAL INK CHOOSES ZIFF-DAVIS FOR DELIVERY OF THE WASHINGTON POST ONLINE SERVICE**  
PR Newswire, p0316DC005  
March 16, 1994  
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 943 LINE COUNT: 00078

... area."

The service will use many of the same design features as the traditional print **product** -- including Washington Post logos, headlines and graphics -- while also fully capitalizing on the capabilities of the **personal** computer. For an additional fee, users of The Post's service will also have access...

...serious interest in computing. The Computing section of Interchange will include libraries of downloadable software, **online companions** to **popular** Ziff print publications and unique Interchange content such as **product** reviews overview grids, tech clinics, **consumer advisories** and special interest support groups.

"We are thrilled that Digital Ink has recognized the value...

# Search report

S1 5086352 WWW OR W()W()W OR WORLDWIDE()WEB OR WORLD()WIDE()WEB OR INTERNET OR ONLINE OR ON()LINE

S2 3231415 WEB() (SITE? OR PAGE?) OR WEBSITE? OR WEBPAGE? OR HOME()PAGE? OR HOMEPAGE? OR WEBBASE OR WEB()BASE? OR PORTAL? OR VIRTUAL OR SIMULAT? OR LOGICAL

S3 812610 (S1 OR S2) (2N) (COMMUNIT? OR POPULATION OR SOCIET? OR SOCIAL() (LIFE OR RELATION?) OR FELLOWSHIP? OR ASSOCIATION? OR COMPANY? OR ORGANIZATION? OR CHAT?)

S4 6092796 USER? OR CONSUMER? OR BUYER? OR PURCHASER? OR SHOPPER? OR EMPLOYER? OR CUSTOMER? OR NETIZEN?

S5 4510402 BOOK? OR CD OR CDS OR COMPUTER () GAME? OR APPLIANCE? OR CAR OR CARS OR AUTOMOBILE? OR RESTAURANT? OR TOY OR TOYS OR POPULAR? OR BEST()SELLING OR BESTSELLING OR FAVORITE?

S6 13562301 CONTACT OR REACH? OR CONNECT? OR APPROACH? OR QUESTION? OR CORRESPOND? OR COMMUNICAT? OR INTERACT? OR MEET?

S7 5244771 RECOMMEND? OR REVIEW OR EVALUAT? OR ADVOCAT? OR PREFERENCE? OR TESTIMONIAL? OR SUGGEST? OR ADVICE OR ADVIS?

S8 5605890 E()MAIL OR EMAIL OR ELECTRONIC()MESSAGE OR HANDLE OR AVATAR OR PERSONA? OR ALIAS OR PSEUDONYM? OR ANONYM? OR NAME? OR PHONE()NUMBER OR INSTANT()MESSAG? OR IM OR ICQ

S9 9587475 ITEM? OR PRODUCT? OR MERCHANDISE OR WARE? OR COMMODIT?

S10 364530 S4 (5N) (S6 AND S7)

S11 290 S3 (S) S10 (S) S5 (S) S8 (S) S9

S12 84 S3 (10N) S10 (10N) S5 (10N) S8 (10N) S9

S13 62 RD (unique items)

S14 27 S13 NOT PY>1999

File 15:ABI/Inform(R) 1971-2002/Feb 07  
(c) 2002 ProQuest Info&Learning

File 9:Business & Industry(R) Jul/1994-2002/Feb 06  
(c) 2002 Resp. DB Svcs.

File 610:Business Wire 1999-2002/Feb 07  
(c) 2002 Business Wire.

File 810:Business Wire 1986-1999/Feb 28  
(c) 1999 Business Wire

File 476:Financial Times Fulltext 1982-2002/Feb 07  
(c) 2002 Financial Times Ltd

File 624:McGraw-Hill Publications 1985-2002/Feb 07  
(c) 2002 McGraw-Hill Co. Inc

File 613:PR Newswire 1999-2002/Feb 07  
(c) 2002 PR Newswire Association Inc

File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc

File 634:San Jose Mercury Jun 1985-2002/Feb 06  
(c) 2002 San Jose Mercury News

File 20:Dialog Global Reporter 1997-2002/Feb 07  
(c) 2002 The Dialog Corp.

Search report

14/3,K/1 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01899787 05-50779

**Wanna know what's hot now...?**

Baker, Stacy  
Apparel Industry Magazine v60n9 PP: 34-35 Sep 1999  
ISSN: 0192-1878 JRNL CODE: ANM  
WORD COUNT: 1053

...TEXT: is a significant change."

Other features of the supersite include: chat rooms, bulletin boards and email updates concerning favorite brands, teams, etc., including gift recommendations and holiday reminders; a frequent buyer program, Hot\$'s; automated user-efficiency features including customization based on user preferences and a one-click ordering system; a 24-hour customer service before and after sales, including package tracking and shipping confirmation. "Customers can build and stock their own online community store, whether it's for a favorite TV band or their hometown softball team. We supply the merchandise through a network of licensees that offer a variety of products across multiple lifestyle brands," Hollander explains. "Users let us know what items they like and what items they don't. Each time they come to our site, we only display for them..."

14/3,K/2 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01849492 05-00484

**The profits are in the mail**

Peppers, Don; Rogers, Martha  
Sales & Marketing Management v151n7 PP: 24-26 Jul 1999  
ISSN: 0163-7517 JRNL CODE: SAL  
WORD COUNT: 1101

...TEXT: Another more powerful way is to make it possible for the customer to order your product, serve himself, pay his bills, or fix his problems. Determine what transactions your company can accommodate online. Can these interactions include electronic invoicing, product specification, or even fulfillment and delivery scheduling?

An increasingly popular method of interacting with customers is via e-mail. Some companies, like Inc. Online and eMarketer, offer e-mail newsletters that deliver timely information while generating feedback from readers. E-mail newsletters such as these have the ability to generate a sense of community among your...

14/3,K/3 (Item 3 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01770498 04-21489

**The Internet as a marketing tool**

McGaughey, Ronald E; Mason, Kevin H  
Journal of Marketing Theory & Practice v6n3 PP: 1-11 Summer 1998  
ISSN: 1069-6679 JRNL CODE: MTP  
WORD COUNT: 7624

## Search report

...TEXT: also, a button that would allow her to view helpful tips from other more experienced **product** users. Ms. W found that she could post a question on the company sponsored electronic bulletin board and other **users** could respond to her **question**, or that she could converse with other users directly by **E - mail**. All of these capabilities were made accessible through the **company's Web page**. Ms. W is now a much more confident and satisfied **customer** and much more likely to **recommend** the tax package software to her friends.

**Consumers** may continue to seek and **evaluate** information about **products** they have purchased, especially for high involvement **products** such as an **automobiles** (Donnelly and Ivancevich, 1970; Ehrlich, Guttman Schon:ack and Mills, 1957). Seeking supportive information after...

14/3,K/4 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01758167 04-09158  
**Coping with the Y2K crisis**  
Ochs, Joyce R  
Business Credit v101n1 PP: 28-29+ Jan 1999  
ISSN: 0897-0181 JRNL CODE: CFM  
WORD COUNT: 1097

...TEXT: dennis@getpaid.com Y2K information on **company website** : **www.getpaid.com** **Company** : Merlin Information Services **Product**: All 1998 products **Contact**: Daniel Sitkins, LAN Manager Tel: 800/367-6646; **E - mail** : daniel@merlindata.com Y2K information on **company website** : **www.merlindata.com** **Company** : Micro Business Software **Product** : CHAX

Note: Applies to version 4.7A and later **Contact** : **Customer Service**

Tel: 516/501-1066; Fax: 516/501-1075; **E - mail** : custserv@chax.com

Company: Nationwide Credit Services **Product** : The National Lien Digest on CD -ROM **Contact**: Gregory Powelson, Vice President, Sales and Marketing

Tel: 800/826-5256; Fax: 440...

14/3,K/5 (Item 5 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01633841 02-84830  
**Playing the 'Web Wild Cards'**  
Oliva, Ralph A  
Marketing Management v7n1 PP: 51-54 Spring 1998  
ISSN: 1061-3846 JRNL CODE: MMA  
WORD COUNT: 2006

...TEXT: up to five pairs of source/destination cities. Travelocity will search continuously, sending you an **e - mail** when a significant change in fare structure across those cities shows up.

### **Virtual Communities**

Another quickly emerging wild card is the **virtual community** phenomenon:

Search report

**online** networks of members who communicate regularly and develop relationships around a shared special interest. **Virtual communities** tend to expand **communication** among **customers**, removing ambiguity and temporal/spatial differences in available information about **product** attributes and user experience.

In their new **book**, Net Gain, John Hagel III and Arthur G. Armstrong provide an interesting perspective on "expanding markets through **virtual communities**." According to the authors, **virtual communities** usually share several characteristics:

Distinctive membership focus. Unlike broader services such as America Online, virtual...

14/3,K/6 (Item 6 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00918646 95-68038  
**Trade/SEARCH**  
Chadwick, Terry Brainerd  
Database v17n5 PP: 58-66 Oct/Nov 1994  
ISSN: 0162-4105 JRNL CODE: DTB  
WORD COUNT: 4439

TEXT: Businesses are constantly looking for easier ways to locate and **contact** international **buyers** of, and suppliers for, their **products**. This is seldom a simple or inexpensive task. Print trade directories require lots of effort to get the relevant company **names** into a usable format. **Online company** directory databases can be very expensive if frequently used. International trade directories on **CD-ROM** can be used repeatedly for a fixed cost, but still don't help a...

14/3,K/7 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2002 Resp. DB Svcs. All rts. reserv.

02245858 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Bittersweet Symphony**  
(World: Total sales of recorded music over Internet are projected at \$179 mil in 1998 and \$1.4 bil in 2002; online sales will probably account for only 1% of \$12.2 bil music market in 1998)  
Hollywood Reporter, v 354, n 7, p 14+  
September 01, 1998  
DOCUMENT TYPE: Journal ISSN: 0018-3660 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1392

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:  
...such expectations, the traffic -- and competition -- in cyberspace continues to grow.

Amazon.com, the online **bookseller** founded by entrepreneur Jeff Bezos, earlier this year began selling **CDs**, another step toward its goal of becoming a mass merchandiser of numerous **products**. The Seattle-based **company's Web site** offers discounted **CDs**, biographies of musicians, excerpts from reviews, a search engine and

Search report

**personal recommendations** based on a **customer** 's buying habits. But it is still unclear whether music sales will deliver any profit. Although it remains a Wall Street **favorite** , Amazon.com in 1997 lost more than \$27 million, on net sales of \$148 million...

**14/3,K/8** (Item 1 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00155177 19991213347B0110 (USE FORMAT 7 FOR FULLTEXT)  
**SurfMonkey.com and Nettetaxi.com Launch Comprehensive Kids Channel and Safety Navigation Bar**  
Business Wire  
Monday, December 13, 1999 08:22 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 864

...provides access to news, entertainment, sports, financial, and travel information and services such as free **e - mail** , **personal home pages** , **chat** and message boards. Nettetaxi's **CD -ROM product**  
"Nettetaxi.com: The Experience" is an award-winning, **interactive** learning tool which focuses on **users** that are new to the Internet. Through interaction with "Url" Nettetaxi's cyber-cabby, users learn how to use **email** and the Internet. The **CD -ROM** can be customized to serve as an excellent customer acquisition tool by integrating partner...

**14/3,K/9** (Item 2 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00131705 19991103307B1054 (USE FORMAT 7 FOR FULLTEXT)  
**Arnold Communications to Launch Branding Campaign for MyWay.com Web Portal**  
Business Wire  
Wednesday, November 3, 1999 07:03 EST  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 748

...MyWay.com portal, available for free at <http://www.myway.com>, enables users to create **personal** and local online environments whether they use the **Internet** for recreation, **community** or **productivity** . Once customized to **meet** a **user** 's interests and **preferences** , the site automatically provides the **user** with local news and entertainment information, **personalized** stock tracking, free **email** , synchronized calendar and address **book** services, and a number of other high-value features that enable users to derive maximum...

**14/3,K/10** (Item 3 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00101129 19990908251B0196 (USE FORMAT 7 FOR FULLTEXT)  
**Window On WallStreet Announces Unique Financial Web Portal for Online Investors**  
Business Wire  
Wednesday, September 8, 1999 10:28 EDT

Search report

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 747

...trading strategies used."

The new Web site also integrates an online discussion community and optional **email** alerts where investors can share ideas and make trading **recommendations**. **Recommendations** are accessible to other **users** and include a running total of each author's recommendation portfolio.

"One of the **popular** requests from our subscriber base was an online forum to discuss trading ideas and techniques...

...investors," said Mr. Black. "We took this idea a step further by creating a stock **recommendation** forum which tracks **user**'s **suggestions** when and why they recommend a trade, and then we provide profit/loss summaries of...

...view  
the track record of other users before considering their advice."

The company's current **product** offering which includes the Internet Trader Series and Day Trader Series will integrate seamlessly with...

14/3,K/11 (Item 1 from file: 810)  
DIALOG(R)File 810:Business Wire  
(c) 1999 Business Wire . All rts. reserv.

0818496 BW1123

**MEDIA SYNERGY: Media Synergy Unveils @loha @ctive Email, Next-generation Multimedia E-Mail Messaging for Business; Offering Includes Powerful Software for Sales and Marketing Plus Service Bureau for Turnkey Online Campaigns**

March 09, 1998

Byline: Business Editors

...even  
without HTML mail.

Established in 1993, Media Synergy develops and markets innovative, award-winning **products** and services based on its next-generation multimedia **email** messaging technology, @loha @ctive **Email**. The company delivers dynamic, **interactive email**-based solutions for corporate, **consumer** and OEM customers, including the @loha @ctive **Email** Server and Service Bureau, and its **popular** home multimedia messaging software, @loha @home. Contact the **company** through its **Web site** : [www.mediasynergy.com](http://www.mediasynergy.com).

CONTACT: Media Synergy  
JoAnne St. Louis, 416/369-1100 ext. 110  
joannes...

14/3,K/12 (Item 2 from file: 810)  
DIALOG(R)File 810:Business Wire  
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0817798 BW0283

**CANOP WORLDWIDE: Canop Announces Change in Directors**

March 05, 1998

Byline: Business Editors

...of tools in the real-time customer interaction market, Net Perceptions is announcing a new **product**, the launch of N2K and a new customer, Audio **Book** Club.

-- Group Lens 3.0 Net Perceptions significantly advances its lead in the supply of real-time **personalization** tools with version 3.0. This newest release sets new standards for ease-of deployment combined with significant technology advancements. GroupLens provides the highest level of **recommendations** to **customers** allowing them to make real-time, on-target predictions about individual **user preferences**.

-- N2K's Music Boulevard Goes Live N2K, the premier **online** music entertainment **company**, will deploy Net Perceptions' GroupLens Recommendation Engine on Music Boulevard, its flagship online music store, before a live audience at Internet World Spring.

-- Audio **Book** Club The latest of Net Perceptions' high-profile customers, Audio **Book** Club will announce its plans to use the GroupLens **Recommendation** Engine to build **customer** loyalty on its acclaimed site.

-- Financing News Net Perceptions recently solidified its market position by...

14/3,K/13 (Item 3 from file: 810)  
DIALOG(R)File 810:Business Wire  
(c) 1999 Business Wire . All rts. reserv.

0683570 BW1125

**GUESTTRACK: GuestTrack, Inc. releases enhanced Web site personalization and Web catalog software**

March 21, 1997

Byline: Business Editors

...enhancements add to the robust set of features and interactivity, while continuing to make GuestTrack **products** affordable and approachable by the anyone that can write HTML. This allows companies to reduce...

...use expensive programming resources."  
GuestTrack

GuestTrack was one of the first Web site tracking and **personalization** development tools available. GuestTrack allows organizations to give their users a more interactive and **personal** Web experience. By having **users** entering **preferences**, and demographic and psychographic information into a custom guest **book**, Web marketers can **personalize** information and offerings as well as create customized Web pages "on the fly." Web marketers...

...use this information along with "clickstream" to learn more about their



Search report

customers' use of the **Web site** .

With GuestTrack, **companies** can customize a guest book that allows users to store profile information and "tag" each...

14/3,K/14 (Item 4 from file: 810)  
DIALOG(R)File 810:Business Wire  
(c) 1999 Business Wire . All rts. reserv.

0531750 BW0286

**CQN 2MARKET 3: 2Market corrects and replaces CD-ROM/Online is expanded in 2Market's holiday gift-shopping CD-ROM; E-mail connections to professional gift experts and customer service dept. release**

November 06, 1995

Byline: Business Editors & Multimedia and Retail Writers

...new to the 2Market shopping service: FAO Schwarz (toys and games), Eddie Bauer (apparel and **items** for the home), Fossil Watches (watches and accessories) and Felissimo (gifts and **personal items** ).

In addition, Greet Street (greeting cards) and Starbucks Coffee are making their first appearance on 2Market's **CD -ROM** after successful retailing experiences with 2Market's America Online shopping area (keyword: 2Market).

"Humanizing" Cyberspace

2Market is focused on building a new value chain for electronic shoppers around **personalized** services. 2Market promotes the development of **online communities** through **chat** rooms on its AOL site and **connects** its **CD -ROM customers** to new prices and promotions through regular messages from the interactive connection. The new **CD -ROM/ e - mail connectivity** to gift advice and **customer service** adds

an even richer level of services for 2Market customers.

"The Holiday season can...

14/3,K/15 (Item 1 from file: 613)  
DIALOG(R)File 613:PR Newswire  
(c) 2002 PR Newswire Association Inc. All rts. reserv.

00230580 19991213LAM092 (USE FORMAT 7 FOR FULLTEXT)  
**Big Planet Confirms Discussions With I-Link; Companies Consider Exclusive Distribution Arrangement**  
PR Newswire  
Monday, December 13, 1999 07:31 EST  
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 585

...of Nu Skin Enterprises (NYSE: NUS), is an innovative provider of communications and integrated technology **products** and services for individuals and small businesses. Through Big Planet's representative sales force, the company's **product** offering is vertically integrated to provide the device, **connection** and destination for **customers** to take advantage of the latest advancements in technology, including simplified

Search report

access to the Internet and **online** shopping. The **company** 's **online** store, **www.bpstore.com**, allows customers to choose from a wide variety of **products** in such categories as electronics, **toys** , health care, **books** , **CDs** , videos, home and garden, jewelry, sporting goods, food services and apparel, as well as exclusive access to Pharmanex nutritional **products** and Nu Skin **personal** care **products** . For information about Big Planet and its products and services, visit **www.bigplanet.com**. For...

14/3,K/16 (Item 2 from file: 613)  
DIALOG(R)File 613:PR Newswire  
(c) 2002 PR Newswire Association Inc. All rts. reserv.

00205959 19991101SFM024A (USE FORMAT 7 FOR FULLTEXT)  
**FurnitureFind.com Signs Multimillion Dollar Distribution Deal With MSN HomeAdvisor**  
PR Newswire  
Monday, November 1, 1999 09:01 EST  
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 877

...colleagues, make smart and secure purchasing decisions, and get more done. MSN offers award-winning **e - mail** functionality; **personal** communications services; customizable access to news; **popular** sites for travel, investing, automotive services, shopping and more; an **online** **community** ; a Web search engine and directories; and top-rated Internet access. The MSN network of Internet services **reaches** more than 45 percent of **users** on the Internet each month, according to Media Metrix figures for August 1999. Founded in 1975, Microsoft is the worldwide leader in software for **personal** and business computing. The company offers a wide range of **products** and services designed to empower people through great software -- any time, any place and on...

14/3,K/17 (Item 1 from file: 813)  
DIALOG(R)File 813:PR Newswire  
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1447452 a1807  
**WINCHESTER MINING CORP., to Develop Theme Based Internet Casino Website with Global Interactive, Designed by Starnet Communications (SNMM)**

DATE: March 31, 1999 11:20 EST WORD COUNT: 362

... with different Slots and Bingo. It is the wish of Management to have a Sports **book** and any other games to compete in this exciting market.

Global Interactive is customizing the casino design, and **production** and registration of a unique domain **name** , and access to multiple T-1 Internet **connections** . Each **customer** will be able to download state-of-the-art, licensed casino software.

Search report

Global will also provide to Winchester, a One Year membership to the Ethical **Online Gaming Association**, with complete secure credit card wagering transaction system for casino patrons. This deal also offers...

14/3,K/18 (Item 2 from file: 813)  
DIALOG(R) File 813:PR Newswire  
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1348100 LNTU004  
**ISPs Grow Customer Base, Reduce Churn With ecPartner Program**

DATE: September 29, 1998 11:30 EDT WORD COUNT: 448

... driven tool that allows small business users to quickly and easily create a commerce-capable **Web site**. **Users** enter **company**, **contact**, marketing messages, **product** /service and pricing information, and then upload the site to their ISP. Orders and inquiries are processed through secure **e - mail** forwarding and each site is automatically forwarded to **popular** search engines according to keywords entered during the setup. Users choose from over 500 professionally...

14/3,K/19 (Item 3 from file: 813)  
DIALOG(R) File 813:PR Newswire  
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1075706 SFTU006  
**LikeMinds Introduces Highly Accurate Personal Recommendation and Direct Marketing Software**

DATE: April 1, 1997 01:00 EST WORD COUNT: 1,147

... taste predictions improve user satisfaction and create more interesting applications. For example, we can recommend **items** for groups of two or more people, helping couples choose videos or **book** club members choose **books**. We can identify like-minded people for **online chat**, collaboration, or dating. Using parallel processing, we can **handle** huge sites incorporating millions of people and millions of **items**. We can even make reasonable **recommendations** for the first **user** of a **Preference Server** application."

Business Focused

LikeMinds' tools are designed with web business needs in mind. The company's first **product**, LikeMinds Preference Server(TM) is a total solution for delivering personalized recommendations based on either...

14/3,K/20 (Item 4 from file: 813)  
DIALOG(R) File 813:PR Newswire  
(c) 1999 PR Newswire Association Inc. All rts. reserv.

0995528 NEM055  
**New Web Site Lists 125,000 Job Openings**

DATE: September 16, 1996 15:17 EDT WORD COUNT: 734

...be looking for another job or saying "yes" to a job offer,  
Also, a six **question** career survey enters **users** in a weekly drawing for

Search report

the  
job hunting CD-ROM, Adams JobBank.

About Adams Media Corporation

Adams Media Corporation is a diversified publisher of print and electronic products, including books, software, and online products. The company, originally named Bob Adams, Inc., was founded in 1980. CareerCity is a trademark of Adams Media Corporation...

14/3,K/21 (Item 1 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

08046377 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
MICROSOFT: FurnitureFind.com signs multimillion dollar distribution deal  
with MSN HomeAdvisor  
M2 PRESSWIRE  
November 03, 1999  
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 865

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... colleagues, make smart and secure purchasing decisions, and get more done. MSN offers award-winning e-mail functionality; personal communications services; customizable access to news; popular sites for travel, investing, automotive services, shopping and more; an online community; a Web search engine and directories; and top-rated Internet access. The MSN network of Internet services reaches more than 45 percent of users on the Internet each month, according to Media Metrix figures for August 1999.

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software for personal and business computing. The company offers a wide range of products and services designed to empower people through great software - any time, any place and on...

14/3,K/22 (Item 2 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

08041699 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
WeTheShoppers.com -- The Shoppers' Voice in E-Commerce-SM-  
BUSINESS WIRE  
November 02, 1999  
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 291

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... provides limitless opportunities for consumers to inform themselves and their friends. Members benefit from current product alerts, live chat events, a full range of interactive conversation boards, and customer reviews that recommend products and e-stores.

To make shopping easier, WeTheShoppers.com(SM) has created Personal Shopping Pages where members can keep track of gift reminders, favorite shopping destinations, and be updated on exciting live online events,

Search report

chats , surveys, focus groups and instant discounts at our merchant affiliates. Members will earn bonuses through...

14/3,K/23 (Item 3 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

07921094 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
ISPCON Fall '99 Exhibitor Profiles M through P; Conference and Exposition  
to be held Oct. 26 to 28 in San Jose  
BUSINESS WIRE  
October 26, 1999  
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1330

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... database of its kind.  
Company: Netopia Booth: 415 Contact: Richard Washbourne Phone:  
510-814-5100 E - mail : rwashbourne@netopia.com Web: www.netopia.com  
Netopia solutions enable small and medium size businesses...

... conduct electronic commerce with customers worldwide. The Netopia Internet Equipment Division manufactures high-speed, multi- user plug and play Internet connectivity products that enable businesses to take advantage of broadband Internet access technologies. Netopia DSL Internet connectivity products , including routers, DSUs, modems, and security appliances , feature powerful business-class features and a scalable architecture, allowing businesses to migrate to faster Internet connectivity technologies.

Company : Netsurfer, Inc. Booth: 139 Contact: Janice Upson Phone:  
770-956-7873 E - mail : janice@netsurfer.com Web: www.netsurfer.com  
Founded in 1994, Netsurfer, Inc. is a leading...

14/3,K/24 (Item 4 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

06315104 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
Updated Story Text  
PR NEWSWIRE  
July 21, 1999  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 556

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... business services. Part of the ProDiscountNet concept is modeled after eBay and priceline.com , two popular Internet companies offering items of personal interest and discounted airline tickets and hotel rooms, respectively. Just as eBay and priceline provide the locale for buyers and sellers of consumer goods to meet and let the free market determine the prices, ProDiscountNet provides the locale for buyers and...

14/3,K/25 (Item 5 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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Search report

06311398 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Mitek Systems, Inc. Introduces the CheckQuest Check Image Processing System**

BUSINESS WIRE

July 21, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 820

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... return. The system's image check statements, which are fully customizable by the bank, enable **customers** to quickly **review** and reconcile their check **book** record-keeping with their monthly statements.

For more information, contact Mitek Systems by phone at 619/635-5900, via fax at 619/635-6294, by **e-mail** at sales@miteksys.com, or visit the **company's Internet Web - site** at <http://www.miteksys.com>.

About Mitek Systems

Mitek Systems, Inc. is a worldwide leader in intelligent character recognition technology, **products** and services for the document imaging markets with headquarters at 10070 Carroll Canyon Road, San...

14/3,K/26 (Item 6 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2002 The Dialog Corp. All rts. reserv.

03440897 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**SIERRA: Halflife... the full monty**

M2 PRESSWIRE

November 13, 1998

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 669

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... 25 leading artists, game designers, and programmers. More information about Valve is available through the **company's web site** at [www.valvesoftware.com](http://www.valvesoftware.com).

**PRODUCT DATA**

**Product Name :** Half-Life Format: PC **CD-ROM** Publisher: Sierra  
**Developer:** Valve **Customer Contact** No: 0118 920 9100 SRP: GBP 39.99  
**Release:** November 27th 1998 No. of Players...

14/3,K/27 (Item 7 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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00270353 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**The Washington Times Browser Column**

Joseph Szadkowski

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS

September 30, 1997

JOURNAL CODE: KRTB LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1080

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... within a Web site. This enables the user to create and enter a free personal **e-mail** account using any computer with Internet access. Users can choose from a variety of...

## Search report

... competency," said Josh Groves, director of Internet products for Lightspan Partnership. "We looked at several ( e - mail ) companies, but what was most attractive about WhoWhere was that they customized the package to allow us to brand it to our site instead of just linking to an e - mail service site."

The agreement between WhoWhere and Lightspan Partnership is that WhoWhere provides the technical...

...alliance just furthers its attractiveness."

When people sign up for WhoWhere's free Web site e - mail service, they are asked to complete a simple registration process, including sex, age range and...

... specific geographic area. Based on registration information, when women in the region log onto their e - mail service, they see that advertiser's banner.

"It is reasonable to say that \$5 million...

... 3600 New York Ave. NE, Washington, D.C. 20002; call 202/636-3016; or send e - mail (zadnet 1/2at 3/4aol.com).

SITE OF THE WEEK: Hoover's On - Line Company Capsules.

Address: <http://www.hoovers.com>

Creator: Hoover's Inc. of Austin, Texas, is a 7-year-old publisher that produces business reference books , software products and numerous Web sites.

**Recommended user group:** Those looking for information on a company for investment, job hunting or other purposes...

# Search report

S1 312730 WWW OR W()W()W OR WORLDWIDE()WEB OR WORLD()WIDE()WEB OR INTERNET OR ONLINE OR ON()LINE

S2 187245 WEB() (SITE? OR PAGE?) OR WEBSITE? OR WEBPAGE? OR HOME()PAGE? OR HOMEPAGE? OR WEBBASE OR WEB()BASE? OR PORTAL? OR VIRTUAL OR SIMULAT? OR LOGICAL

S3 56681 (S1 OR S2) (2N) (COMMUNIT? OR POPULATION OR SOCIET? OR SOCIAL() (LIFE OR RELATION?) OR FELLOWSHIP? OR ASSOCIATION? OR COMPANY? OR ORGANIZATION? OR CHAT?)

S4 1009759 USER? OR CONSUMER? OR BUYER? OR PURCHASER? OR SHOPPER? OR - EMPLOYER? OR CUSTOMER? OR NETIZEN?

S5 1314390 ITEM? OR PRODUCT? OR MERCHANDISE OR WARE? OR COMMODITY?

S6 730076 BOOK? OR CD OR CDS OR COMPUTER () GAME? OR APPLIANCE? OR CAR OR CARS OR AUTOMOBILE? OR RESTAURANT? OR TOY OR TOYS OR POPULAR? OR BEST()SELLING OR BESTSELLING OR FAVORITE?

S7 1264440 CONTACT OR REACH? OR CONNECT? OR APPROACH? OR QUESTION? OR CORRESPOND? OR COMMUNICAT? OR INTERACT? OR MEET?

S8 540967 RECOMMEND? OR REVIEW OR EVALUAT? OR ADVOCAT? OR PREFERENCE? OR TESTIMONIAL? OR SUGGEST? OR ADVICE OR ADVIS?

S9 829995 E()MAIL OR EMAIL OR ELECTRONIC()MESSAGE OR HANDLE OR AVATAR OR PERSONA? OR ALIAS OR PSEUDONYM? OR ANONYM? OR NAME? OR PHONE()NUMBER OR INSTANT()MESSAG? OR IM OR ICQ

S10 88693 S4 (S) (S7 AND S8)

S11 134683 S4 (S) S9

S12 46 S3 (S) S10 (S) S11 (S) S5 (S) S6

S13 33 S12 NOT PY>1999

S14 23 S13 NOT PD>19990409

S15 23 RD (unique items)

File 635:Business Dateline(R) 1985-2002/Feb 07  
(c) 2002 ProQuest Info&Learning

File 570:Gale Group MARS(R) 1984-2002/Feb 08  
(c) 2002 The Gale Group



15/3,K/1 (Item 1 from file: 635)  
DIALOG(R) File 635:Business Dateline(R)  
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0972131 99-34923

**ATLANTA TECH WEDNESDAY FOCUS on TECHNOLOGY and TELECOMMUNICATIONS in METRO**  
**ATLANTA iXL HOLDINGS HAS BALLOONED ITS INTERACTIVE ADVERTISING AND**  
**MARKETING BUSINESS BY GOBBLING UP COMPANIES RIGHT AND LEFT**

Katz, Frances  
Atlanta Constitution (Atlanta, GA, US) pC.04.04  
PUBL DATE: 980805  
WORD COUNT: 1,429  
DATELINE: Atlanta, GA, US, South Atlantic

TEXT:

...SPECIAL FEATURE ON THE YEAR 2000 BUG.

Textual Illustration:

Graphic : THE COMPANIES INTERNET SOLUTIONS Company name : iXL Holdings  
Core business: Strategic Internet services ranging from consulting and programming to design and...

...com Graphic : iXL acquisitions since January Small World Software Inc., New York, January Green Room Productions LLC, San Francisco, February CCG Online, Denver, March Digital Planet, Los Angeles, May Spin Cycle Entertainment Inc., Los Angeles, May Micro Interactive Inc., New York, May In Touch Interactive Inc., Charlotte, May Denovo New Media Ltd., London, June CommerceWAVE Inc., San Diego, July Wissing & Laurence Inc., New York, July 601 Design, New York, July Image Communications, Inc., Washington, July Campana New Media, Madrid, Spain, July Source: iXL Holdings, Inc. Graphic : Services provided by interactive design-tech companies: STRATEGIC CONSULTING: Work with clients to devise ways to use technology to manage data and grow relationships with customers. INTRANET DEVELOPMENT Corporate database design and development. Organize corporate information for use on secure internal...

...Combining video, audio, animation, graphics and content into high-tech presentations for trade shows, exhibits, CD-ROMs, or kiosks. WEB HOSTING: Back-end support for clients' Web sites. Services include providing Internet connections, chat rooms, video streaming and e-commerce. --- Compiled by Frances Katz; Caption: Photo : Chairman U. Bertram...

15/3,K/2 (Item 2 from file: 635)  
DIALOG(R) File 635:Business Dateline(R)  
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0915975 98-77484

**Powell, Bush favorites for 2000**

Anonymous  
Georgia Trend (Atlanta, GA, US), V13 N7 p16  
PUBL DATE: 980300  
WORD COUNT: 3,576  
DATELINE: Atlanta, GA, US, South Atlantic

TEXT:

...relations ..... 6.9%  
Other ..... 1.4%

Search report

My greatest challenges as CEO are: (Select 3)

Increasing <b>productivity</b> and efficiency .....	63.9%
Finding superior employees .....	55.6%
Delivering innovative <b>products</b> /services .....	45.8%
Adapting to change .....	43.1%
Balancing my <b>personal</b> and business life .....	25.0%
Globalizing my company .....	15.3%
My own professional development .....	12...9.2
Median hours .....	5

What percentage of your time is spent working on a **personal** computer?

0 hours .....	41.7%
1-5 hours .....	9.7%
6-10 hours .....	14%
11...	

...7.2

Median hours .....

What percentage of your time is spent sending or receiving **e - mail** ?

0 hours .....	43.1%
1-10 hours .....	27.9%
11-40 hours .....	18.2%
Don...	

...78

Median hours .....

What percentage of your time is on the Internet (other than **e - mail** )?

0 hours .....	65.3%
1-10 hours .....	16.7%
11-25 .....	7%
Don't know...	

...Mean hours .....

Median hours .....

What percentage of your time is in direct **customer interaction** ?

0 hours .....	9.7%
5-10 hours .....	23.7%
11-20 hours .....	20.4%
21...	

...Yes .....

No .....

No opinion .....

No answer .....

My **company** has a **Web page** on the Internet.

Yes .....

No .....

Search report

No, but anticipating doing  
so in is your **favorite** international city?

London ..... 45.8%  
Paris ..... 22.2%  
Hong Kong ..... 12.5%  
Rome ..... 8.3...

...10.8%

Moral and ethical standards of the president of  
U.S./indictment of president/ **personal**  
issues ..... 6.9%  
Russia will go bankrupt/economic  
collapse ..... 5.6%  
Monetary problems/issues in...

...best way for an organization to succeed is to vertically  
integrate all business  
processes from **product** development to distribution.

Agree (Net) ..... 48.6%  
Strongly agree ..... 8.3%  
Moderately agree ..... 23.6...No answer  
..... 5.6%

My company would do more, if asked, in providing  
technical and **advisory**  
assistance to worthy non-profit organizations.

Agree (Net) ..... 52.8%  
Strongly agree ..... 4.2%  
Moderately...

15/3,K/3 (Item 3 from file: 635)  
DIALOG(R) File 635:Business Dateline(R)  
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0833860 97-94200

**Corporate profile for XTRA On-Line Corp.**  
Bawcom, Katrina K  
Business Wire (San Francisco, CA, US) p1  
PUBL DATE: 970808  
WORD COUNT: 1,262  
DATELINE: Dallas, TX, US, Southwest

TEXT:

...online services, including all of the leading Internet-based  
services.

Published Date: Aug. 8, 1997

**Company Name :** XTRA On - Line Corporation

**Address:** 2920 North Stemmons Freeway  
Dallas, TX 75247

**Main Telephone**  
**Number:** 214/819-9500...

## Search report

...Home

Page Address  
(URL)                   www.xtraonline.com

Chief Executive

Officer:               Richard S. Kumpf

Public Relations

**Contact :**             Katrina K. Bawcom  
Business number: 214/819-9522  
**e - mail** address: katrinab@xtraonline.com

Industry:             Travel Computers/Electronics Comed  
                      **Interactive /Multimedia/ Internet**

**Company** description: XTRA **On - Line** Corporation (XOL) is an **Internet** software development **company** located in Dallas, Texas. The company develops and is currently selling **interactive** , on-line travel reservation software, XTRA On-Line (XTRA), for the PC. XTRA is distributed...

...United States.

Three years ago, Richard S. Kumpf, president and CEO of XOL, began developing **interactive** travel reservation software for the \$40 million travel agency that he owned and managed. He...

...order to remain

competitive, he needed to make his travel agency more efficient, expand his **customer** base, and reduce costs. In May of 1996, he spun off the software development component...

...53% of travel agency revenue,  
leisure travel 47%.

- There will be 20 million active Internet **users** (worldwide) by the end of 1996.
- Internet use is expected to grow at 1.9...

...S., 60% of medium to large companies have access to the Internet.

- Internet commerce will **reach** \$150 billion by the year 2000 and \$1 trillion by 2010.

The **Product** -- XTRA On-Line (XTRA)

XTRA is Internet software designed specifically for corporate and small business...

...arrangers who want quick, convenient access to travel information with the ability to make air, **car** , and hotel reservations, or make changes to reservations, without picking up the phone and calling...

...a reservation, and 2) to

give them an additional service to offer prospective and existing **customers** .

When an agency purchases a license, XOL customizes the **product** by co-branding it with the agency's logo and reservation finishing information. When the...

...Benefits

## Search report

Audience: Travelers

Features:

- Able to see all information a travel agent sees for air, **car**, and hotel reservations.
- Create and change travel reservations 24 hours per day, seven days a week.
- Use their **personal preferences** as search parameters.

Benefits:

- They can be sure that they are getting the most convenient...

...so travelers don't

call agents.

- Reservations are file finished.

Benefits:

- Maintains the agency/client **personal** relationship. **Customers** think it's "their" **product**.
- Significantly reduces transaction costs.

Audience: Corporate Travel Managers

Features:

- Corporate policy enforcement.
- Price options and...

...negotiated rates.

XTRA Current Version (2.09)

### General Features

Corporate Travel Policy, Department/Cost Centers, **Personal** Travel Profiles (meals, seats, airline **preference**, frequent flyer numbers), Security Access (four levels), Approval Process (through company **E - mail** or fax), System Defaults for frequent trips, Fax Reservation/Availability, Print Reservations/Availability, Change Reservation Air Information, Secures Confirmation Number.

### Car Only Features

Negotiated Rates, Default Air Information, Preferred Chain Search, **Car** Detail Information, Detail **Car** Pricing, Highlight Rates Over Maximum Limit, Lowest Available Search, **Car** Size and Rates, Pickup Location (on-site vs. off-site), **Car** Confirmation Number.

### Travel Service Features

Travel Industry News, Weather Conditions and Forecasts, Foreign Currency Quotes, State Department **Advisories**, Medical **Advisories**, International Document Requirements.

...

15/3,K/4 (Item 4 from file: 635)  
DIALOG(R) File 635:Business Dateline(R)  
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0815125 97-75397

**Starwave redraws game plan for Castle Infinity**

Baker, M Sharon

Puget Sound Business Journal (Seattle, WA, US), V18 N2 p3

PUBL DATE: 970523

WORD COUNT: 800

DATELINE: Bellevue, WA, US, Pacific

**TEXT:**

...sold well since launching six months ago. "It wasn't very successful," said Dave Dekema, **product** marketing manager for Castle Infinity. "We only sold 2,000 in retail stores. It was...

...subscription fee or monthly fees to play. Instead, it simply hoped to sell the \$40 CD-ROM through retail stores, and launched an aggressive promotion in Blockbuster video stores as part of a \$1 million-plus marketing campaign. Starwave now is **evaluating** the future of the game, which executives had portrayed as the first of several online...

...game for a few hours before buying it. Four-year-old Starwave has made a **name** for itself by co-developing the ESPN SportsZone Web site, as well as sites for the NFL and the NBA. Previously, the company also developed CD-ROM titles, but that line of business was abandoned after sales of its critically acclaimed...

...adventure game in which dinosaurs and monsters battle in a castle. While players need a CD-ROM to launch the game, it's actually played over the Internet among several people...

...problems with its marketing strategy. First, as an online game, Castle Infinity is a new **product** category that left many retailers uncertain about where to display it, Dekema said. A team...

...the shelves. The retailers missed the inherent opportunity of the game: that it was completely **online**-dependent and **community**-based." David Cole, an analyst with DFC Intelligence, a market research firm in San Diego, said Starwave has created a cool new **product**, which is part of its problem. "It's ground-breaking in that they are trying..."

...this." Frank Catalano, a marketing analyst based in Sumner, gave Castle Infinity high marks but **questioned** Starwave's strategy of marketing the game as an entertainment **product** for children that required the Internet. "Starwave's retail marketing was abysmal," he said. "The..."

...game players. So where did they come from? In addition to its beta audience, many **customers** found the game by traveling to the **company's** **Web site**, Dekema said. Starwave now plans to sell the game direct and hopes to spark interest...

...Diamond Multimedia, which will bundle the software with its 56K modems and various other multimedia **products** in the coming months. **Consumers** also will be able to get free disks from Happy Puppy, a **popular** game site on the Internet, and Cybersmith, a small retail outfit known for showcasing **products**. In addition, the game starter disk is being inserted into The Net, a magazine devoted to showing **consumers** how to get the most out of their time online.

15/3,K/5 (Item 5 from file: 635)  
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Search report

0812337 97-72608

**CollegeView eyeing patent, new products**

Curtis, Richard

Cincinnati Business Courier (Cincinnati, OH, US), V14 N2 p5

PUBL DATE: 970519

WORD COUNT: 550

DATELINE: Blue Ash, OH, US, North Central

TEXT:

Blue Ash-based CollegeView, which made its **name** in college-search software, is moving into the retail market with the introduction of three **products** aimed at college-bound students and their families. The company also expects to receive a...

...giant Microsoft Corp., is on what the company calls "digital help agents," which talk to **users** who have clicked the "help" button. Loudermilk said the patent may be even more important to the fast-growing company's future than the new **products**, because of the protection it could provide against industry giants like Microsoft and Oracle. "We...  
...based Daily Mail and General Trust PLC, will remain both. CollegeView's three new retail **products**, called CollegeView **Personal** Edition, Scholarship Edition and CareerView, will move onto retail store shelves in late summer with a **suggested** retail price of about \$35. Those **products** are already available through the **company's World Wide Web site** on the Internet. The programs, all single, **interactive CD-ROMs**, are stripped-down versions of the company's multi-disk professional model programs, which...

...to high schools across the country. The retail programs allow students and their families to **review** information on more than 3,500 colleges in North America, as well as scholarship and...

...and Jerry Beishel. Beishel was killed in a swimming accident in 1992, while the initial **product** was still in development. When Brower visited Knoxville-based Whittle **Communications Inc.** in 1993 to seek financing, Whittle introduced the fledgling company to the Daily Mail...

15/3,K/6 (Item 6 from file: 635)  
DIALOG(R) File 635:Business Dateline(R)  
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0808211 97-68481

**Shepherd Surveillance integrates video compression technology for PC-based remote monitoring system**

Abele, Dori

Business Wire (San Francisco, CA, US) p1

PUBL DATE: 970512

WORD COUNT: 918

DATELINE: Manchester, NH, US, New England

TEXT:

...major operating systems and will be available in priceworthy silicon implementations.

Crystal Net markets its **products** worldwide through partnerships with OEMs, VARs and system integrators, corporate **users**, software application publishers, and audio/video **appliance** manufacturers. The company's

Search report

headquarters are located in San Jose, CA. For more information, **contact** Crystal Net Corporation, 1485 Saratoga Avenue, San Jose, CA 95129; Phone 408/446-2966; FAX 415/964-2434; **email** to dana@crystalnet.com; and see the **company's web site** at <http://www.crystalnet.com>.  
About Shepherd Surveillance Solutions, Inc.

Shepherd Surveillance, Inc. provides closed...

15/3,K/7 (Item 7 from file: 635)  
DIALOG(R)File 635:Business Dateline(R)  
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0718678 96-77150

**Corporate report 100**

Smith, Margaret; Simonson, John  
Ingram's (Kansas City, MO, US), V22 N6 p27  
PUBL DATE: 960700  
WORD COUNT: 8,708  
DATELINE: Kansas City, MO, US, Midwest

**TEXT:**

...computer training and consultation  
firm from the Plaza to Overland Park and focused on Microsoft  
**products**. Responding to customer needs, the company has added  
technical training for programmers and network specialists...

...this

Lee's Summit firm, says CEO Roger Sallee. The company markets  
and services telecommunications **products** and security systems  
for correctional institutions.

4	Snake 'n' Rooter	\$100	\$1,100	1,000...6	The Corridor
\$411	\$3,965	866%	3	14	
	Group Inc.				

Using a "virtual company" **approach**, this Overland Park firm has  
recruited some of the country's top consultants to enhance...

...Inc.

President Joe Bisogno says his company has reaped rewards by  
paying attention to what **customers** want: high quality, good  
service, friendliness, and cleanliness. The privately owned  
Lenexa firm is a national franchisor of quick-service  
sub-and-pasta **restaurants**.

10	Excel	\$3,000	\$19,100	537%	6	49
	Constructors Inc.					

By creating a full...

...E. Johnson helped move his Overland Park company into  
the limelight of commercial construction. Recent **customers**  
include Health Midwest and the Blue Valley and Shawnee Mission  
school districts.

11 Strong Supply...

...Shane Jones, has maintained



# Search report

growth using a triumvirate of resources: a team of consultants that **advises** clients in public relations, finance, and other areas; a dozen regional recruiting offices; and a...

...delivery in manufacturing is unheard of," says CEO Joe Bisogno. "We deliver projects when the **customer** wants them."

14	<b>Productivity</b>	\$337	\$1,780	428%	6	25
	Point International					

This computer training and consulting company maintains...

...the United States and Canada. Owner Dan Cox says that good service and cutting-edge **products** compound growth in a high-growth industry.

15	Michaud	\$523	\$2,699	416%	5	18
	Associates					

Parent company Racket **Merchandise** bought this Los Angeles-based business in 1991, moved it to Kansas City, invested in a new plant and equipment, and turned it around. The firm markets travel **items** such as hotel soaps and airline pillows. President: John D. Postlewait.

16	Right Associates	\$1...				
----	------------------	--------	--	--	--	--

...45  
Telecommunications

Competitive rates combined with what CEO Bijan Moaveni describes as "a high-quality **product** and exceptional **customer** service" have spelled success for this Lenexa provider of long-distance telecommunications. The firm uses...

...company's growth has been service: "Not just lip service, but our real dedication to **customer** service." The Lenexa-based firm locates temporary housing for relocating families and business travelers.

20...

...service companies grew."

21	Chux Trux Inc.	\$417	\$1,663	299%	3	13
----	----------------	-------	---------	------	---	----

The growing **popularity** of pickup trucks and sport utility vehicles has made life sweet for this business, which...

...at a reasonable price."

22	American Echo Inc.	\$490	\$1,928	293%	7	12
----	--------------------	-------	---------	------	---	----

New **products**, says President Martin Smoler, have enhanced this Kansas City company's growth. The firm has...

...therapists in an area," says President James Schnuck. Thirteen offices serve 16 states.

24	SKC <b>Communications</b>	\$2,635	\$9,498	260%	12	18
----	---------------------------	---------	---------	------	----	----

## Search report

### Products Inc.

Owners Sondra and Paul Ammeen added Polycom Conference Units to the line of Plantronics headsets at this Overland Park company, a distributor of telephone equipment. The firm markets its **products** via outside sales, direct mail, teleconferencing, and advertising.

25 A Special Event      \$1,032      \$3...

...the purchase of a branch at 135th and Ridgeview in Olathe, and "high-quality employees, **customers** , and shareholders" for the rapid growth of this independent bank.

28 Applebee's      \$99,800...

...Inc.

This developer of casual-dining Applebee's Neighborhood Grill & Bars added more than 400 **restaurants** , including 16 under its new trademark, Rio Brava Cantina. The Overland Park-based franchisor considers...

...1,026      221%      2      6

Jim Baye's Kansas City firm provides grand-opening promotional **items** such as searchlights, banners, and giant helium balloons in shapes from beer cans to King...

...41      210

Despite little relative growth in the market for computer data storage and backup **products** , this Kansas City company was able to cash in by providing "super value and superior...

...and federal requirements for nursing homes created a need for this Kansas City company's **product** : computer software that simplifies record-keeping, which, say owners Steve and Connie Blackford, helps clients...

...attribute success to the high-quality reputation of their development staff and a "commitment to **customer** satisfaction." This Merriam company develops computer software and provides data-processing services. A branch is...

...sales to the hospitality industry via a catalog that markets a broad line of promotional **items** to hotel giants such as Holiday Inn, Doubletree, and Sheraton. Deals with Gear sportswear and...

...41 Container      \$1,570      \$4,536      189%      20      38  
Technology

Rapid growth stemmed from the **production** of the "cool-X" sports bottle, marketed via the Home Shopping Network, and from a contract to produce video boxes, says CEO Gary Montague. The Independence firm produces plastic promotional **items** and screen printing.

# Search report

42 CottageCare Inc. \$1,631 \$4,680 187% 98 204

This Overland...

...service new and used school buses, has offices around Missouri and in Utah.

44 Web **Products** Inc. \$1,295 \$3,697 624% 4 18

Mike and Janet Synder's air-filter...the air. The Kansas City, Kansas, company also picked up additional retail outlets for existing **products**.

45 Phelps Tool and \$25,000 \$70,000 180% 170 478  
Die Company Inc.

This...

...of metal stampings, dies, and assemblies continued to reap the rewards of cultivating high-tech **customers**, particularly the Compaq Computer Corp., says CEO Michael Phelps. The company also maintains a location...

...firm's as-needed delivery helps corporations such as Interstate Brands "get out of the **warehouse** business," says President Sherie Bartlett.

47 Boulevard Brewing \$1,080 \$3,000 178% 14 30...

...Savemart Inc.

Besides allowing animals in its stores, this discount retailer sells premium-label foods, **toys**, and equipment for pets. Owners Randy and Carolyn Gibbs say that rewarding employees with a sales-based profit-sharing plan helped ensure satisfied **customers** and repeat business.

50 Phenix Label \$3,515 \$9,500 170% 35 57  
Company Inc...

...and a high-quality management program that facilitates shipments with no defects helped win new **customers** for this Olathe business. CEO Hans Peter's company, which was founded in 1896, manufactures...

...Northwest, and West contributed to growth. The company's conference-call service allows instant group **communication** while saving time and travel costs. CEO: Robert A. Cowan.

52 Henderson \$1,970 \$5...

...794 \$2,000 152% 6 14

A new, more spacious location made room for additional **product** lines at this retail music store. Owner Fred Nilsson also cites an expanding music school...

...pastas, such as lemon pepper and tomato basil. The result was increased sales of both **product** lines. CEO: Tim Webster.

# Search report

63 PB&J Restaurants \$5,500 \$12,900 135% 225 375  
Inc.

This **restaurant** empire, which has prospered with eateries such as Grand Street Cafe and Coyote Grill, continued...66 Metric Tool & Die \$2,000 \$4,600 130% 19 36 Corp.

This business maintained **product** quality and gained **customers** by incorporating new technology and retaining skilled employees with a benefit program. The Lee's Summit firm engineers and manufactures tools, dies, and automated machinery. CEO: Walter Weyhoben.

67 Warehouse One Inc. \$2,086 \$4,732 127% 24 49

The impetus for this Kansas City...

...68 MacHardware Inc. \$1,643 \$3,727 127% 8 13

Continued strong sales of Macintosh **products** sustained growth at this Kansas City firm. President Ross Kelson also cites expansion of the...

...Richmond, California.

70 Agency Premium \$2,353 \$5,302 125% 17 30  
Resource Inc.

Providing **products** that sell at top rates proved to be a winning strategy for this Overland Park...

...Springfield location.

75 VCW Inc. \$22,004 \$46,406 111% 60 78

By expanding its **product** line of insurance plans and service for the trucking industry, this company maintained growth. CEO...

...directly to clients.

76 SKO Automotive \$45,281 \$95,304 110% 65 182  
Group

Program- **car** specials on Dodge Caravan, Dakota, and Intrepid lines helped boost revenues for this owner of...

...and  
Canada.

79 River City Studio \$1,149 \$2,332 103% 9 16  
A good **product**, on time, for a fair price, is the motto of this Kansas City graphic design...

...in 10 Midwestern states. President David Jones says the company expanded its sales force to **reach** rural residential **customers** and targeted commercial **users** in Kansas City and Wichita.

81 Employers \$2,400,000 \$4,800,000 100% 973...300 554  
Inc.

President John Jacobson Jr. cites his employees and their commitment to "excellent **customer** service" as the primary factors behind this Olathe company's growth. The regional and long...

...firm specializes in time-sensitive deliveries.

89 Marketing	\$10,786	\$20,866	93%	113	216
Communications Inc.					

An increased demand for custom database marketing systems helped this Lenexa business, says CEO Bob White. The company's services include laser **personalized** direct mail, computer processing, and response analysis. Another office is in Minneapolis.

90 Boice-Raidl...

...complete prepress and bindery/fulfillment services. "We kept our focus on trying to delight our **customers** ," says co-owner Brian Gloe.

93 A to Z Office	\$1,860	\$3,500	88...
------------------	---------	---------	-------

...service in the Kansas City area," she says. "Our employees are trained to be very **customer** -oriented."

94 Cretcher-Lynch & Company	\$1,600	\$3,000	88%	37	51
--------------------------------	---------	---------	-----	----	----

This Kansas City...

...2,962	87%	9	11
Supply			

Owners Floyd and Peggy Love emphasized maintaining the existing **customer** base for their Kansas City business, which is a distributor of Xerox **products** and other office supplies and furniture. "To serve is our desire," says Floyd Love. "Not...

...its service and body shop operations and the acquisition of new lines, this Kansas City **car** dealership experienced growth. The company, which dates to 1908, now sells Cadillacs, Pontiacs, Infinitis, and...

...buys long-distance time from other carriers, such as Sprint, and resells it, added new **products** , such as teleconferencing and Internet access. Service counted, too. "We produce a bill that's...

...Inc.

Owners Cynthia and Ron Wosel cite their "just-in-time" supply capability, an outstanding **customer** -service record, and "zero-defects" manufacturing as factors in their growth. The Shawnee company offers...

...of custom heating elements for medical and industrial applications expanded its business by adding new **products** to its line. Co-owner H.B. Turner says the company offers delivery in shorter...

Search report

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0684812 96-42051

**Hackers wreak havoc with Internet pranks**

Harrison, Ann

MASS HIGH TECH (Watertown, MA, US), V14 N6 p4

PUBL DATE: 960318

WORD COUNT: 1,688

DATELINE: MA, US, New England

TEXT:

...hacker has been harassing the Pittsfield-based company since November when he used a stolen **name** and password to place obscene remarks on a user's Web site. When BerkshireNet stepped...

...security to shut him down, u4ea began hurling slurs like "Jew boy" at Hatch via **Internet Relay Chat**, the **Internet**'s freewheeling discussion area. He also threatened Hatch's family.

U4ea got an opportunity to...

...let the public telnet in and read newsgroups. Telnetting is a process which allows a **user** to log into a remote computer and take advantage of its resources. The server had...

...knees and claims membership in a shadowy hacker group called BoW.

"When people hear the **name** BoW they start to bleed from the places I was nailed to the cross," said...

...disappeared at 2.30 a.m. The hacker bragged about the stunt in a subsequent **e - mail** message to the paper's systems editor.

The anti-Portuguese message mentioned the University of...

...Network in Mansfield, someone calling themselves the "Portuguese Militia" attempted to eliminate the accounts of **users** with Portuguese-sounding surnames. When the hacker was unable to gain access to the accounts...

...ICI, says the company normally stores credit card numbers in a file that is not **connected** to the 'Net. He admits that allowing them to sit in an accessible location was...

...u4ea through the dark back streets of the 'Net. The original cyber punk, whose real **name** is Ian Murphy, inspired the move "Sneakers." He recently moved to Plymouth after retiring at...

...notes that on-line security systems are not infallible. But ISP's, and anyone else **connected** to the Internet, can take steps to protect themselves.

Graninetti, whose firm specializes in computer...

...talking about the Kevin Mitnicks of the world or u4ea, they take it as a **personal** challenge and want bragging rights inside the hacker culture especially when they can take credit...

...to create secure systems has already created a \$980 million market for on-line security **products** . Network owners are hiring hackers to test their systems and Netscape is offering a bounty its reporters to dial in remedy through a modem pool or **communications** server, there is always a chance that a hacker could find a way in, he says. They could also worm their way to a network if they were electronically **connected** to a remote partner such as a supplier or a sister publication.

Andrew Gully, The...

...University of Massachusetts-Dartmouth. Walsh believes that students hired by the Standard-Times had their **user names** and passwords sniffed out when they telneted into the UltraNet server. He has a hunch...

...way to affect a lot of people.

One of the biggest security loopholes is careless **users** who reveal passwords that can be used to break into the service provider's server...

...have the opportunity to sabotage themselves. "The first line of defense has to be the **customer** practicing good **customer** security," he says. "If they give the keys to the **car** away, there is not much we can do about it."

How you can avoid cyber vandals

According to the Internet access provider UltraNet, Internet **users** can take some simple steps to safeguard the security of their accounts and servers where...

...Make sure your password can't be easily guessed. Don't use birthdays, addresses, family **names** , or phone and social security numbers. Full English words should be avoided; use a short phrase of mixed case letters, digits and punctuation.

\* Don't type your **user name** and password combination into any unknown system. University systems are particularly vulnerable to "sniffers" who...

...password to anyone, even if they are a beloved family member.

\* Pay attention to CERT **advisories** on versions of software that have known security holes. CERT is short for the Computer...

...on which version of the software you can upgrade to keep your data safe.

\* Protect **e - mail** with free software like "Pretty Good Privacy" from MIT.

\* Turn off your computer when it...

15/3,K/9 (Item 9 from file: 635)  
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0684765 96-42004  
On-line en-garde -- The duel begins  
Bray, Hiawatha  
Boston Globe (Boston, MA, US) p77  
PUBL DATE: 960317  
WORD COUNT: 1,587  
DATELINE: Boston, MA, US, New England

TEXT:

...as he spoke to several hundred students at MIT last week. The president of Netscape **Communications** Corp. charmed the crowd as he described the birth of his firm, the leading maker...

...success in a large part comes from copying the Microsoft formula: Establish a low cost, **popular** industry standard that forces the rest of the industry to comply with.

But Microsoft has...

...blades. If Netscape succeeds, it could control the software used in a new era of **communications**.

Microsoft faces the prospect that Internet-based computing will undercut its hugely profitable domination of the market for the software that runs **personal** computers. So it is fighting back by mimicking Netscape's strategy, with a twist: It...

...Netscape was formed when Clark and Andreessen joined forces in 1994. The company's first **product** was Navigator, a browser that was even easier to use than Mosaic and that added...

...a simple electronic mail program. The company distributed it at no charge for a limited " **evaluation** " period. Most users never paid. But the software giveaway, combined with Navigator's high quality, made Netscape the leading software **company** of the **Internet**. According to META group, a **Connecticut** research firm, Netscape holds 84 percent of the Internet browser market.

Microsoft was slow to...respectable chunk of the browser market. That's not an easy task -- for millions of **users**, Netscape is the only browser they've ever used.

"Netscape has a tremendous amount of...

...with AOL and CompuServe could start to change that. Starting this fall, AOL and CompuServe **users** will get an improved version of the Microsoft browser. The new version will include many...

...CompuServe and AOL will also offer the Netscape Navigator at no charge. But millions of **customers** will probably keep using the first browser they get their hands on and that will...

...Group in Stamford, Conn., says Netscape will continue to be the choice of serious Internet **users**. Delany notes that the new Microsoft browser won't be available for months. This buys...

...the full power of the PC environment to the Internet," says Russ Stockdale, a group **product** manager for Microsoft's Internet division.

ActiveX will be compatible with Java. But it also...

...could be linked by ActiveX to a copy of Excel that is already on the **user**'s computer.

Stockdale argues that this **approach** will be faster than downloading Java software and will let people use the programs they...

...the Microsoft programs you've already paid for?



Search report

If Microsoft can convince people that this **approach** makes sense, it could preserve Microsoft's business model of a software suite on every...

15/3,K/10 (Item 10 from file: 635)  
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0684220 96-41456

**Diving online: Web starting to pay off**  
Watson, Chris  
Santa Cruz Sentinel (Santa Cruz, CA, US) pD1  
PUBL DATE: 960218  
WORD COUNT: 1,923  
DATELINE: Santa Cruz, CA, US, Pacific

TEXT:

...the Web-as-business-tool wanes and the need to justify the expense comes into **question** .

Bottom line is there's a bottom line for every business with a Web page ...

...who have already learned -- the hard way -- what makes for success. The Web is a **user** -friendly portion of the Internet with graphics and photos, along with relatively easy to follow...

...pages for them that Wilmlink and page builder Jeff Nagy had to start a sideline **company** called Barkley **Online** just to take care of the new Web **customers** .

"A Web page's subject has a lot to do with its success. A manufacturer ...

...brochure costs, etc.

Dave Johnson, president of Working Software, Inc., a local publisher of software **products** , agrees with Wilmlink.

"Before we had a Web page, we could spend a good part of a day copying information and mailing it out to our **customers** . Some of it was old information. Now, we have fresh information available 24 hours a...

...macaroni and cheese dinners with an office in Santa Cruz, agrees.

"We're a small **company** but the **Internet** levels the playing field."

Russ Cox, general manager of the Dream Inn, likes the fact that the local hotel can compete with **name** -brand hotels on the Net. He points out, however, that it doesn't happen by...  
...Internet for a Borland conference.

"Next, we're going to get the site noticed by **meeting** planners around the country," he added.

And there are other ways to get your site...is the newsgroup comp.infosystems.www.announce, an unmoderated, ongoing announcement of new web sites -- **personal** , commercial and educational.

Tracking online success

## Search report

IF YOU distribute your advertising dollars among a variety...

...most interest. Besides, I can tell the pages are generating business because people continue to **e - mail** me instead of the Realtor."

Online coupons designed specifically for the Web are also a popular and **favorite** way to track online traffic.

"I can track by our advertised specials," Cox, of the...

...can enter our Red Sea Contest. This lets us know who's finding our page."

**E - mail** from online visitors, however, remains the number one way to track a page's effectiveness. Some businesses even have multiple **e - mail** addresses.

"We have one **e - mail** address from technical **questions** and another for general **questions** ," Quinn McLaughlin, of Annie's, said.

Saving money

FOR TECHNICALLY-oriented businesses like Working Software...

...said. "And our costs are greatly reduced by the online information we provide to our **customers** ."

McLaughlin, of Annie's, finds that the Web is also a good place for small businesses to **contact** each other and trade strategies. In addition, Annie's has found an unusual use for...

...page can save a business money:

- \* Offset personnel costs by supplying information on frequently asked **questions** ;

- \* Target specific audiences without expensive printing/distributing costs;

- \* Offer ways to conduct cheap, quick market research;

- \* Supply updated software and up-to-date information to **customers** ;

- \* Supply sophisticated software allowing **customers** to search a database of information;

- \* Sublease unused portions of disk space to other businesses...

...consultants for the middle procedure -- letting businesses know about the different services available, helping them **evaluate** what they want and how best to get it."

Some of these clients, Martin said...

...major producer of local business Web pages, has a system set up where he faxes **e - mail** directly to those companies without a computer.

For all the recent hoopla about the Web...

...important to remember that it is only one tool in a company's advertising and **customer** support strategy.

Search report

"We're an information-rich society," Wilmlink summed it up. "The Internet gives..."

...local businesses mentioned in the accompanying story:

\* Annie's Homegrown

Web: <http://www.annies.com>

E - mail : [bernie\(at\)annies.com](mailto:bernie(at)annies.com)

phone: 457-8427 (Quinn McLaughlin)

\* Catalyst

Web: <http://www.cruzio.com/catalyst/>

E - mail : [CatClub1\(at\)aol.com](mailto:CatClub1(at)aol.com)

phone: 427-3649 (Dale Nutley)

\* Dive Travel Magazine Online

URL: <http://www.divetravel.com/>

E - mail : [barkley\(at\)mmainc.com](mailto:barkley(at)mmainc.com)

phone: 459-6188

\* Dream Inn

Web: <http://www.infopoint.com/sc/lodging/dreaminn.html>

E - mail -[hotelmgr\(at\)ix.netcom.com](mailto:hotelmgr(at)ix.netcom.com)

phone: 426-4330

\* Infopoint

Web: <http://www.infopoint.com/>

E - mail : [sales\(at\)infopoint.com](mailto:sales(at)infopoint.com)

phone: 425- 5343

\* Internet Liaison Services

E - mail : [crinos\(at\)netcom.com](mailto:crinos(at)netcom.com)

phone: 429-0153

15/3,K/11 (Item 11 from file: 635)  
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0683862 96-41092

**Car buying gets easier online**

Christman, Bob

Arizona Daily Star (Tucson, AZ, US) pA1

PUBL DATE: 960304

WORD COUNT: 1,706

## Search report

DATELINE: Tucson, AZ, US, Mountain

TEXT:

...is co-founder of Auto-By-Tel, a Corona del Mar, Calif.-based company that **connects** vehicle buyers with dealers that offer what Ellis terms "the most competitive price available." The initial buyer **contact** with Auto-By-Tel is through the Internet.

Lilley is chief executive of the Automotive Information Center in Acton, Mass. His **company** has an **Internet** home page called AutoSite.

Lilley believes that buyers who first arm themselves with in-depth information will have the edge when they **approach** a dealership.

Users can browse the AutoSite freely for test-drive magazines, maintenance reports and...

...will be there to make good deals -- even at local dealerships. That day is rapidly **approaching**," Lilley said.

Hard to miss

Auto-By-Tel came online in March 1995. Besides the...

...Ellis said. "We did 16,000 units (nationwide) in February and I expect we will **handle** 25,000 by the end of March."

Ellis said his service is based on the...

...you to the first car he thinks he can sell you.

"The salesperson enters your **preferences** on a computer. 'Ah,' thinks the customer, 'a little science.' The computer provides a printout...

...and get customer feedback on what models and options are preferred.

While the Manufacturer's **Suggested** Retail Price will be included, he said, online **consumer** feedback will enable GM to eventually extend a form of Saturn-like no-haggle pricing to the rest of the **product** line. Thus, eventually the **suggested** retail price will be the price.

Web sites for America's Big Three commonly provide only manufacturer's **suggested** prices, not dealer invoice prices.

Similarly, Toyota's home page offers a full list of the company's **products** and options -- and the manufacturer's **suggested** price. However, Internet surfers finding Toyota's Avalon home page will stumble on dealer invoice prices as well as **suggested** retail prices.

Presence online

Locally, Mark Holcomb, an account representative at Pollack & Associates advertising and...

...within a month. He said he expected all of Beaudry's automotive dealerships to have **home pages** soon. The **company**'s recreational vehicle outlet already is online.

But don't expect to get dealer invoice...

...Holcomb said. "We thought the best thing to do was to make the home pages **interactive**. The **customer** will give us information, and we will e - **mail** or fax or telephone **customers** on a deal and trade."

## Search report

Of the online **approach** to selling cars, Holcomb said, "Dealerships have to wake up and realize this is a new way of doing business, and the online **customer** must be treated differently.

"A sale is a several-step process with the online **customer** : The **customer** gets information, thinks about it, weighs the choices. It's a one-step operation when a **customer** goes directly to a dealership: The salespeople don't want you to walk out."

David...

...he said.

Joe Reda, business development manager at Bell Road Toyota in Phoenix, said his **company** has been **online** about two months, "but no substantial business.

"People on the Internet tend to be heavy-duty **shoppers** . I find them more educated in terms of the car and prices."

But Reda dislikes computer-generated sales that take away "the **personal** touch. There's no **interaction** with the Internet.

Buy a salesperson

"People don't usually buy a vehicle, they buy...

...of vehicles and an incredible amount of data," Ellis said.

"We can tell manufacturers what **customers** are asking for. When you buy, sometimes you buy what the dealer has to offer...

...growth potential in providing online information about vehicles.

"The trend seems to indicate we will **reach** over 50 percent of households plugged in and using online services in a year or...

...service in California, sees these high points in the evolution of vehicle purchases:

- \* Buying a **car** from a dealership began about 1911.

- \* By the 1970s, **consumers** were looking for a variety of vehicle styles and features, and manufacturers responded.

- \* As the 1980s progressed, **consumers** demanded -- and got -- more safety features.

- \* With Japanese vehicles as examples of what can be done, **consumers** then demanded better quality vehicles from all manufacturers, and now are offered engines that operate...

...operate for longer periods without maintenance -- in general, vehicles that are more dependable.

- \* "Now the **customer** says, 'Give me a way to buy a **car** so it doesn't feel like I'm going to the dentist.' And **customers** are winning this one, too."

- \* Coming in the future: Get the sensation of test driving...

15/3,K/12 (Item 12 from file: 635)  
DIALOG(R)File 635:Business Dateline(R)  
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0682432 96-39650

**Ventana introduces The Official Netscape Navigator 2.0 Book**

Dunn, Katy

Business Wire (San Francisco, CA, US) p1

PUBL DATE: 960314

WORD COUNT: 614

DATELINE: Research Triangle Park, NC, US, South Atlantic

**TEXT:**

...software delivered on diskettes, Netscape Navigator 2.0 downloads don't come with a printed **user** 's manual.

"As the only book on Netscape Navigator 2.0 based on the actual...

...0 Book features in-depth information on taking advantage of traditional Internet services such as **e - mail** , FTP, Gopher and Telnet, as well as how to use advanced applications and third-party...

...As with all Ventana titles, The Official Netscape Navigator 2.0 Book comes with an **Online Companion** , a special **Web site** at <http://www.netscapepress.com>. The Netscape Press **Online Companion** features multimedia supplements, searchable indices, and sections of the book reproduced and hyperlinked to the...

...International Thomson Publishing Inc., is a diversified publisher of software and computer-related books. Ventana **products** incorporate a unique blend of media, including print, disk or CD-ROM, as well as...

...at <http://www.vmedia.com>.

**Ordering information:**

All titles are available in a variety of **bookstores** and computer stores; by writing Ventana, P.O. Box 13964, Research Triangle Park, N.C...

...free order line, 800/743-5369; by faxing Ventana at 800/877-7955; by sending **e - mail** to [orders@vmedia.com](mailto:orders@vmedia.com); or via the World Wide Web at <http://www.vmedia.com>...

...Editor's Note: to obtain a review copy of The Official Netscape Navigator 2.0 **Book** , please **contact** Kirsten Bollen, GCI Group, 212/546-1646, [kbollen@gcigroup.com](mailto:kbollen@gcigroup.com).

15/3,K/13 (Item 13 from file: 635)  
DIALOG(R)File 635:Business Dateline(R)  
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0682326 96-39544

**Internet weaves web of opportunities**

Ryan, Monnie

Business Journal of the Five-County Region (Youngstown, OH, US), V12 N15 p

15

PUBL DATE: 960315

WORD COUNT: 1,050

DATELINE: Youngstown, OH, US, North Central

TEXT:

...companies looking at the Internet as a sales tool. Some hope to sell their own **products** or services online (or at least generate leads), while companies that provide Internet access may...

...Banker's national Web site. Meikle also advertises in an Akron-based commercial real estate **book**, and those properties in turn are posted on the Web.

"How many ways are we **connected**?" he asks. "As many ways as we can possibly be. The way we sell houses...  
...region."

The site, he adds, will be indexed and searchable by entertainer, type of music, **name** of establishment, type of food and the like. "I'm considering establishing a rating system as well, with price, quality and atmosphere being **evaluated**," Fulkerson says.

Still more business opportunity is happening by design. This category, perhaps more than...

...creation of Web pages are constantly springing up online, in newspapers and direct-mail pieces.

**Online**, several **companies** offer free download of do-it-yourself software they claim to be so **user**-friendly that even a computer neophyte can use it to create home pages. In addition...

...to make the content informational, educational and entertaining, balancing that with appropriate messages about your **products** or services."

Johnston joined ITA last October after gaining online design experience at a Rochester...

...is really more of a software interface, Johnston says functionality--how long it takes the **user** to download the page and navigate through subsequent pages--is "absolutely critical" to good design. ...regular updates is important.

On the Internet, perhaps more than in any other medium, the **customer**'s perspective is paramount, Johnson says.

"The Internet has a great deal of immediacy in terms of how it **interacts** with the various audiences you're trying to **reach**," Johnston says. "The whole concept that's unique to the 'Net is that it's largely self-directed by the **user**."

15/3,K/14 (Item 14 from file: 635)  
DIALOG(R) File 635:Business Dateline(R)  
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0681439 96-38652

**Area banks see a future in Web pages, on-line services**

Williamson, Tammy

Business Journal-Milwaukee (Milwaukee, WI, US), V13 N23 p5

PUBL DATE: 960309

WORD COUNT: 587

Search report

DATELINE: Milwaukee, WI, US, North Central

TEXT:

...the World Wide Web, a presence that officials hope will make the bank and town **names** known far beyond western Wisconsin.

The bank, though interested in getting its **name** outside of the town of 485 people, is also acting as the local chamber of...

...this month that will help bankers decide whether to set up home pages on the **Internet**. The **association**'s new workshops fall on the heels of an announcement earlier this year that the...

...association earlier this year launched its own home page, which provides information to bankers and **consumers**. At a recent bank conference in Madison, association officials learned through a survey that community...

...line to be competitive.

"Banks are wondering, why do I need it?" said Kurt Bauer, **association** spokesman. "The **Internet** is no longer for scientists and computer nerds. We want to show them the best potential new **customers** are already surfing the Web."

Banks across the country are already doing it; through institutions...

...people can check out the latest interest rates, open checking accounts and even buy investment **products**.

The association, through **meetings** this month in Eau Claire, Madison and Appleton, will teach bankers how to get on the Internet, providing templates and technical **advice**, such as site development and maintenance. Bauer said nearly 200 bankers around the state have...

...will follow M&I's example and eventually launch fully into home banking, based on **customer** demand. But that's not the only reason banks want to be **on - line**. The **association** will also promote developing home pages as something to promote local communities. Bauer said community promotion also could affect a bank's CRA (Community Reinvestment Act) rating.

It's **questionable** how quickly Wisconsin bank home pages will begin sprouting up on the Web, but Bauer believes it's inevitable.

Even more **questionable** is how bankers will use the technology. It could be strictly a marketing tool, dressed with bank logos and the latest return on a two-year **CD**. Or, banks could jump into the home banking business, allowing **customers** to transfer money and buy investment **products** with a few clicks of a mouse.

15/3,K/15 (Item 15 from file: 635)  
DIALOG(R)File 635:Business Dateline(R)  
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0680732 96-37942

AT&T's Internet access plans expand  
Swisher, Kara; Corcoran, Elizabeth  
Washington Post (Washington, DC, US) pD11  
PUBL DATE: 960307  
WORD COUNT: 597



Search report

DATELINE: Vienna, VA, US, South Atlantic

TEXT:

...Corp. about including their services on its WorldNet Internet access service, CompuServe Inc. added its **name** to the list, saying officials had a meeting with the long-distance telephone giant yesterday...

...having gained \$1.18 to \$47.31 earlier in the day.

The discussions among the **on - line companies** and the telephone giant illustrate the hunger of **Internet companies** to gain market share--even by entering into alliances with their major competitors. They also...

...built by Microsoft or Netscape Communications Corp.

Netscape's Navigator is the world's most **popular** browser, used by about 15 million people, according to Netscape. Microsoft's Internet Explorer is...

...said they hope to see their browsers widely used.

"We think we have a great **product**, our **product** is free and we're interested in talking with any partners," said Mike Conte, a manager at Microsoft.

"We think all **customers** would like to use [our browser]," said Marc Andreessen, vice president of technology at Netscape in Mountain View, Calif.

Ultimately, America Online could offer both browsers, sources **suggest**--by integrating one with its mainstream software and a second with the **company's Internet-only service, GNN.**

15/3,K/16 (Item 1 from file: 570)

DIALOG(R) File 570:Gale Group MARS(R)

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01740063 Supplier Number: 54233970 (USE FORMAT 7 FOR FULLTEXT)  
**Novell Debuts New Identity -- VARs are target/sales army for Novell Directory Services. (Company Business and Marketing)**

Medford, Cassimir

VARbusiness, v15, n7, p17(1)

March 29, 1999

ISSN: 0894-5802

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 515

... set of new products based on NDS.

At the top of the list of new **products** that drew raves from attendees of the company's Brainshare '99 conference was digitalme, a digital identity technology based on the company's NDS that allows end **users** and **consumers** to configure a universal identity that goes beyond simply a **name** and password. With digitalme, **users** can extend their **personal** identities to include **preferences**, **bookmarks**, interests and **contact** information. **Users** can adjust the available information to match their participation in different **virtual communities**. They can include more **personal** information for "buddy" communities and less for new commercial relationships.

"The question is not where...

15/3,K/17 (Item 2 from file: 570)  
DIALOG(R) File 570:Gale Group MARS(R)  
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01732821 Supplier Number: 54028807 (USE FORMAT 7 FOR FULLTEXT)  
**Market Memo: E-commerce finding its niche, but results a firm - don't know.**  
Dalton, John  
Health Industry Today, pNA  
Jan, 1999  
ISSN: 0745-4678  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Professional Trade  
Word Count: 2172

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

by John Dalton Medical device manufacturers and marketers, and the **buyers** they pursue at GPOs and hospitals, agree on one thing: e-commerce is here to...

...profitable to ignore. It has become a tricky business in which manufacturers risk alienating both **customers** and their own personnel, but one from which they can reap big benefits. It's a dilemma: Put **products** on the Web, and manufacturers risk losing the support and loyalty of in-house sales...

...t relish the prospect of watching commissions become Internet ether. Manufacturers who don't put **products** on the Web risk losing **customers** attracted to savings as high as 15% after discounting commissions and paperwork. Worse still, manufacturers who don't put their **products** on the Web will probably discover their competitors do. Conversely, in a best-case scenario, manufacturers can put **products** on the Web and watch sales roll in with little, if any, of the costs...

...rival that of garage sales - locations full of murky home pages offering heaps of obscure **items** nobody really wanted or needed. Now, depending on who is quoting the statistics, e-commerce...

...repeating the frequently quoted mantra that Web use has taken less than five years to **reach** 25% of the U.S. population compared with five times that for television and more...

...of face-to-face, people-centered business, in which deals are won and lost during **meetings** and **product** demonstrations. Companies such as IBM have spent fortunes in creating corporate identities ("Big Blue") which have become synonymous with its **products**. To risk losing that identity means a direct hit to the bottom line. IBM directs internet **customers** to online ordering sites run by long-established dealers, but admits that **approach** doesn't take full advantage of cost savings offered by the 'net. Still, the current...

...avoid being "amazoned," meaning the loss of business to online sellers in the way that **bookstore** chains have lost sales to amazon.com.inc., the e-commerce print marketing leader. Do it but don't tell me Traversing the fine line between in-house loyalty and **customer** satisfaction has created a kind of do-it-in-the-dark marketing. Manufacturers hesitate to...

...publicity, often keeping online prices high so that traditional vendors can lead the way with **product** discounts. Some manufacturers are offering

salespeople and distributors commissions from online sales on a good will basis. Still other manufacturers offer commissions to the salespeople who would normally **handle** an account that has gone electronic. Salespeople are perhaps justifiably worried they will become the...

...the next few months the company will debut a web site that will allow major **buyers** like Columbia/HCA Healthcare Corp. and the Premier hospital-purchasing alliance to place orders over...

...complex. But change is on the horizon. Healtheon Corporation, Santa Clara, Calif., recently launched its **consumer** internet portal of health care information and transaction services. CEO Mike Long sounds a consistent...

...Web sites will become a tool to link all of the participants in health care - **consumers**, physicians, employers, brokers, health plans, hospitals, pharmacies, and laboratories, as well as device manufacturers, suppliers and **purchasers**. The time is now Group **purchasers** and suppliers were recently urged to invest in information technology to facilitate e-commerce. Speaking before the Health Industry Group Purchasing Association **meeting** in Orlando, Steve Henking, M.D., Ph.D., a director at Price Waterhouse Coopers, cautioned...a general manager of healthcare practice of Penske Logistics, Inc., speaking at the same HIGPA **meeting**, said that e-business represents the next generation of e-commerce. He predicted that in...

...in e-commerce is the current growth level better demonstrated than in the area of **product**, information technology and service providers. A number of companies have sprung up, offering the health...

...providers promise reduced costs, ease of access, and most important, ground-level opportunity. One such **company** is [www.medibuy.com](http://www.medibuy.com) of La Mesa, Calif. President Charles Smith has little doubt of what is...

...e-commerce as a faster, more competitive and ultimately more cost-effective way of buy **products** and equipment," he says. Like others of its kind, medibuy.com will enable **buyers** from around the world to purchase medical supplies from a catalog of vendors which, Smith...

...and click a Request for Proposal (RFP) icon. From a number of "yellow pages" of **products** and equipment, the **buyer** submits an RFP to any number of vendors. The information is then sent electronically to...

...companies allow the laws of supply and demand to dictate prices. Medibuy will also offer **buyers** and vendors access to tabulated information though its database, receiving marketing pricing trends and indices of prices, lowest to highest, of prices paid by **item**. E-commerce, concludes Smith, has staggering sales potential in the health care industry. No limit...

...and refurbished laboratory equipment. Descriptions of the equipment are posted on the site and prospective **buyers** can participate in the bidding process from their desktop computers. Launched in the U.S...

...of 1997, the web site already has 2,000 registered members, with about 4,000 **users** visiting the site each month. Biotechnology, pharmaceutical and environmental companies that normally sell used equipment...

...found the service to save time and money. -- Medi Resource Network, Castle Rock, Colo., has **reached** an affiliation agreement with Healthcare EDI Coalition, Little Rock, Ark., the industry's largest electronic...

...essence, MRN has formed a virtual sales force that markets devices, supplies and equipment to **buyers** around the world through its web site,

Search report

an asset which is visited by between 5,000 to 10,000 **purchasers** , manufactures, suppliers and refurbished medical equipment dealers every day. -- ADM Tronics Unlimited, Inc., Northvale, N...

...publishing tool. ThinView enables a company to use the Internet to supply its dealers, representatives, **customers** , and prospects with inventory updates, pricing information, visitor registration screens, and credit applications. -- Healthcare Intelligence...

...Va., the service covers health law and regulation, clinical care and outcomes, and device and **commodity** information. It is a result of cooperation among a number of health care publishing companies including Health Resources Publishing, Opus **Communications** , Manisses **Communications** and Strafford **Communications** **Buyers** going online, but wary As e-commerce spreads to every corner of the industry, **buyers** have embraced it as convenient but unproven. "I would say e-commerce presents an aurathe Internet won't replace face-to-face **contact** with sales reps. "I see e-commerce as being valuable for **commodity items** , but not for patient care materials," he says. "For instance, we've done a lot...

...and monitors and devices - and I can't imagine doing all of that without the **interaction** from reps and distributors." Florida Hospital, an Orlando, Fla.-based, six-site hospital system with...

...450 beds plus outpatient clinics, will upgrade its electronic ordering system which uses a master **product** catalog of 60,000 **items** to transmit orders to distributor Owens & Minor, Richmond, Va. GPOs are not left behind. Premier...

...of stolen account numbers, and not being able to talk to a sales rep or **product** demonstrator are being overcome by manufacturers as the medium matures. **Buyers** will increasingly use the Internet because of its ability to take orders 24 hours a...

...while e-commerce remains in its infancy, with attendant growing pains and teething problems, to **suggest** right now that it will not become the darling of the medical device and supply industry, and its **buyers** , is a stretch.

15/3,K/18 (Item 3 from file: 570)  
DIALOG(R) File 570:Gale Group MARS(R)  
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01724376 Supplier Number: 53690876 (USE FORMAT 7 FOR FULLTEXT)  
**Financiers aim for portals.**  
Bank Marketing International, n101, pNA  
Feb, 1999  
ISSN: 0791-2765  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 968

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Portal websites, the Internet gateways that provide sites focusing on specific areas, have become **popular** advertising channels for financial services providers. Michael Hennigan reports WHEN THREE leading Internet brokerages signed...

...each agreed to pay \$12.5 million per year to be displayed on AOL's

**personal** finance channel and its new brokerage and mutual fund centres. Other deals by banks followed...

...that it would become the anchor tenant on the planned finance channel on the browser **company** 's Netcenter **website** - one of the busiest portal sites. Few financial terms were revealed but the companies called it the largest online **personal** finance deal ever. Citibank said it hoped that the deal would assist it in becoming a "mass market **consumer** brand". In November, Bank One the fifth-largest bank in the US, made an agreement with Excite to develop a full-service financial centre for Excite **users** . The parties say that, with performance incentives, the agreement has the potential to be worth...

...than \$125 million to Excite and it gives Bank One exclusive rights to market its **products** and services on Excite's home page at [www.excite.com](http://www.excite.com). "This comprehensive agreement [with Excite] will help unleash the power of **personalized** online banking for **consumers** across the nation, accelerating the growth of this exciting channel," said Bank One Retail Group...

...advertising commitments to Microsoft's MSN website. The Bank One/Excite financial centre will offer **personalized** banking information accessible through the home page of Excite. When Excite **users** log into their Bank One account, they will receive instantly updated **personalized** information. Excite **users** will be able to open - confidentially - checking and savings accounts, obtain credit cards, get a home equity or **car** loan or mortgage, buy insurance, invest, and even receive and pay bills. " **Users** who begin their day at their **personalized** front page at Excite will be able, through Bank One, to address nearly all their banking needs on the Internet," said Stevens. "Moreover, Excite's **personalized** start page reinforces Bank One's goal to become the most **personal** big bank in the country," he added. It is interesting to observe that Stevens' background...

...strategy, previously worked at Viacom, the entertainment company. Bruce Luecke, president of Bank One's **interactive** unit, has commented that banks have traditionally viewed new technology as a means of reducing...

...financial portal and, in addition to its core stock trading business, is targeting online financial **consumers** with **product** offerings ranging from mortgages to insurances. E\*Trade, which had 544,000 active accounts at ...

...time quotes, to noncustomers who, through use of the website, would likely become stock trading **customers** or **purchasers** of the other financial services. It provides a marketing platform for these services, similar to...

...for a loan, compare the lowest rates available on a daily basis, and get unbiased **recommendations** for the best loan to match financial needs; The E\*Trade Visa card is offered...

...insurance quotes which have been give a Number 1 ranking in the Lafferty Internet Ratings **review** of global insurance websites. While the cost of a position on a prominent Internet portal...

...but the main market players, it is interesting to observe the relationship between brand and **customer** acquisition cost among the leading online brokers. According to the US investment bank Piper Jaffray ...

...year while E\*Trade and Ameritrade spent 25 percent and 32 percent

respectively. Schwab's **customer** acquisition costs since December 1996 have been relatively steady (see graph). \* Lafferty Internet Ratings - Benchmarking Web-Based Financial Services. Tel: (353-1) 671 8022 or e-mail **cuserv@lafferty.ie**

**15/3,K/19** (Item 4 from file: 570)  
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01716188 Supplier Number: 54141415 (USE FORMAT 7 FOR FULLTEXT)

**TECHNOLOGY.**  
Promo, n1047-1707, pNA  
August, 1998  
ISSN: 1047-1707  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1921

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

This **CD -ROM** Is a Cherry . . . Coke Some technology-infused promotional options deliver high-perceived-value to **consumers** at low-ball costs to marketers. Take, for instance, Fusion 5's Lost Island of...

...is what Cherry Coke got, in the form of The Lost Island of Alanna, a **CD -ROM** game that sends players on a quest through the world of a fictional Mesopotamian...

...on a road tour of experiential sampling trucks. Kids spend as much as \$70 on **CD -ROM** and video games, so they eagerly snapped up free copies of Alanna. Meanwhile, Cherry...

...fortunes on the bottles and under bottle caps. No largesse is awarded outside of the **CD -ROM** itself. "Drinking Cherry Coke is doing something different. With Alanna, we created a world..."

...we weaved brand messages into that world," says Meyer. Fusion 5 also set up a **Web site** and **chat** room for Lost Island of Alanna players, forcing the objective of getting teens talking about the brand. **Product** movement was also ramrodded, since players buy an average of 10 to 12 bottles of Cherry Coke each to get symbols needed to complete the game. "Every **company** has a **Web site**, but teenagers today are way past that. They're so far beyond everyone in the..."

...ve done it." Beeby is talking about a new service from his Westport, CT-based **interactive** marketing agency called TNTtoaster, a combination banner ad placement and database system that Modem Media...

...total control to marketers on the Web," says Beeby. "They can send out different sell **approaches** to different people, find out what's working and kill the others. They can change..."

...for AT&T. Banner ads led Web surfers to AT&T's site to collect **interactive** trading cards of Olympic athletes. Each time a **consumer** collected a new card, he or she received an entry into a drawing for tickets...

...to complete your Olympic set. Click here and go to the AT&T trading room." **Consumers** could do deals in the trading room with people all over the world, reinforcing AT&T's positioning as the leader in global **communications**. "Response rates were about 35 times the industry average,"

claims Beeby. "People almost never didn...

...the decoder, which is marketed by Fantastic Marketing Resources, Inc., also of Atlanta. Shelf Talker, **Meet** Shelf Scanner Marketing technology may knock your socks off, but it's worthless if it's too pricey to **reach** the masses. The Speakstakes machine from Philadelphia-based Data Display Systems is one with high...after the promotional period is up, and memory chips are downloaded to reveal participants. Even **consumers** who received game cards in magazines can be identified, says Levitt, through linkage with subscription...

...Upper West Side and at four Burger King locations on New York's Long Island. **Consumers** purchase the cards by inserting cash or debit cards in vending machines and loading cash value (usually in small amounts) onto the electronic cash cards. At the cash register, **consumers** themselves insert the cards into magnetic scanners, which deduct the amount of the transaction. **Question** is, why would **consumers** take the time to stick a 10-spot into a machine to get another card...

...trying to find out. And it looks like the answer is, "extra goodies." Burger King **customers** who purchase cards at the test **restaurants** receive one loyalty point for every dollar spent. Ten points returns a free breakfast value...

...affect usage." Cash-a-Cola Coca-Cola knows exactly how to win the hearts of **consumers** during the summer soft drink promo blitz: Pay them off. And technology has provided Coke...

...cards can also be used to activate buy-one-get-one free offers on Coke **products** and discounts on tickets to amusement parks, movie theaters, and sporting events. The Digital Conversation Complex technology can make simple response mechanisms, and that can add up to powerful promotion. **Interactive** telephone systems not only eliminate the need for entry forms and stamps, they also make...

...possible for marketers to make good on an old threat: creating dialogs with their best **customers**. Taubman Mall Properties malls in the Washington, DC, area began talking to **shoppers** this year with an **interactive** program called **Shopper** Rewards, an execution of the Smart Spiffs program administered by St. Petersburg, FL-based Phoneworks. After making purchases at participating mall stores, **shoppers** received peel-off gamepieces instructing them to call a toll-free number to learn if...

...they use their phone keypads to enter information such as interests, shopping habits, and addresses. **Shoppers** who respond that they like to cook, for example, could receive a direct mail offer...

...free number, because the smart phone system identifies who's calling by his or her **phone number**. "It allowed the stores in these malls to talk to these people directly more than...

...mall," notes Phoneworks president Brad Wendkos. Push-Button Promoters Today's time-poor, self-absorbed **consumer** is much more apt to respond to an offer if it means punching a few...

...could be inserted into kiosks at stadiums for instant win prizes of game tickets, licensed **merchandise**, or concessions. Captured **personal** information was then used by the league to build a core-fan database. Riverside is...

...star selection and build a database to create a club loyalty program. Kiosks that help **consumers** make purchase decisions - especially with

retail's high labor turnover - will soon be more prevalent...

...The ChoiceMaster kiosk from Beverage Marketing Technologies in Katonah, NY, uses a touchscreen to help **shoppers** make informed beverage selections. A **consumer** can touch "Food Matches," enter the type of entree being served and a desired price point, and receive a printout of **suggested** wine selections. The company is testing kiosks in 200 stores, including A&Ps, Walgreens, and...

15/3,K/20 (Item 5 from file: 570)  
DIALOG(R) File 570:Gale Group MARS(R)  
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01714769 Supplier Number: 53900855 (USE FORMAT 7 FOR FULLTEXT)  
**Internet Advertising Success Remains Elusive.**  
About Women & Marketing, v11, n12, pNA  
Dec 19, 1998  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 851

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...1996 to \$336 million in the fourth quarter of 1997, with advertising revenues for 1997 **reaching** \$907 million. Overall, Internet ads grew by 240% in 1997, compared to 15.5% for...

...recently called a summit where it announced a commitment to online advertising. Experts, too, are **advising** marketers to stick with online marketing. Forrester Research predicts U.S. online ad spending will rise from \$1.3 billion in 1998 to \$2.3 billion in 1999. Jupiter **Communications** makes an even bolder estimate that online advertisers will spend \$7.7 billion to **reach** 57 million online households in 2002. These experts also point to the success of America Online's venture into advertising. Numbering 11 million, AOL's **customers** comprise half of **consumers** on the Internet. Advertisers eager to **reach** this highly-concentrated audience, who surf AOL's proprietary sites 80% of the time, grew...

...Association of National Advertisers as cited in Advertising Age. In all, nearly seven in ten **companies** now advertise **online**, up from 38% a year ago. The most **popular** type of online ad among these companies is the banner ad, which comprises 55% of...

...cited by Future Dialog, online coupons offered by these ads are expected to become more **popular**, as ad banners offering coupons have a click through rate of 20%, versus under 2...

...conventional advertising." Research by FreeRide Media LLC supports this assertion, finding a fourth of online **consumers** responding to brand- **name** recognition and trust and just 1% responding to inducements online, according to Marketing News. Companies...

...56% grumbled about a lack of reliable and accurate measurement systems to properly target their **wares**. Some companies are trying to solve these needs. For example, Internet Profiles (I/Pro) and...

...Knowledge hopes to help online advertisers the way Nielsen informs TV advertisers. It recruits Net **users** for a panel which might closely resemble all online **users**. Sources: Davidson, P., "Online Ads Beginning to Click," USA Today, Arlington, VA, February 24, 1998...



15/3,K/21 (Item 6 from file: 570)  
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01677571 Supplier Number: 50218635 (USE FORMAT 7 FOR FULLTEXT)

**Casting a Wide Net**

Cogswell, David

Travel Agent, p66

July 27, 1998

ISSN: 1053-9360

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Magazine/Journal; Trade

Word Count: 1380

... help agents get onto the Net. 'We hope to provide the ability to integrate our **products**, interactive capabilities and our **booking** engines with the agencies' Web sites,' says a company spokesman. 'We want to help small to midsize agencies get on the Internet. We can marry the **product** and our **booking** engine, and have it appear on their site. When customers get their **E-mail** confirmation, it include the **name** of the agency.'

When it comes to the future of the Web, it is still...

15/3,K/22 (Item 7 from file: 570)  
DIALOG(R) File 570:Gale Group MARS(R)  
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01652878 Supplier Number: 48394517 (USE FORMAT 7 FOR FULLTEXT)

**Build Relationships with Women Online before Selling to Them**

About Women & Marketing, v11, n4, pN/A

April 1, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 534

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...from home (47.8%) and work (44.9%), while they also comprise significant percentages of **customers** using online services, such as America Online (45.4%), MSN (45.2%), Prodigy (39.5...

...on what is proving to be a growing market. Her survey of 500 female online **users** found 51% had visited a packaged goods website. Over half (53%) of Web-savvy women...

...84% of women making online purchases did so with a credit card. Most of these **users** have the means to shop online. NetSmart found that the female online **user** -aged 41; working full-time (64%) and online for about 6 hours a week-has an average household income of \$63,000. Mediamark Research also shows that most online **users** are married (60.5%) as well as more upscale than the general **population**. Commercial **websites** serve female **users** from this group by offering new **products** (74%), recipes (58%) or household cleaning shortcuts (47%). NetSmart also found that 58% of women ...

...and 43% ultimately made a travel purchase following their research. Another 69% of female online **users** had researched computer **products**, with nearly half (48%) later buying. Other online topics women sought

included **cars** (50%) and home **appliances** (28%), which a respective 29% and 40% later purchased. The key to forming a commercial...

...which depends on marketers initiating, nurturing, sustaining, invigorating, deepening and extending the relationship with female **customers**. Some **suggestions** include: \* Attracting women by giving them what they seek in a website \* Making that site easy to navigate \* Giving women updated content and an **online community** as a reason to return to the site \* Previewing innovative new **products** and drawing women with contests, not games \* Learning more about female website visitors through thought-provoking online surveys \* Continuing the relationship by getting **consumers** ' permission to send **e - mail** and faxes Source: MRI Fall 1997 Cyber Stats, Mediamark Research, Inc., New York, NY, Fall 1997. What Makes Women Click?, November 1997; sample: 500 female online **users** who are online at least an hour a week, excluding **email**; NetSmart-Research, 926 Fifth Avenue, New York, NY 10021; **contact**: Bernadette Tracy (212) 794-9695. Tracy, B., "Survey Says Women Want Websites that Build Relationships...

...NY, September 22, 1997 Marketing How-to: Attract women to websites by giving them an **interactive** option (rapid response to **e - mail**, chat rooms). Update as frequently as possible. Make the site easy to navigate, with purchase...

15/3,K/23 (Item 8 from file: 570)  
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01575337 Supplier Number: 46768175 (USE FORMAT 7 FOR FULLTEXT)  
**Quicken InsureMarket introduces online insurance purchasing.**  
Business Wire, p10021073  
Oct 2, 1996  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1062

... personal finance software; Turbo Tax, the best-selling tax preparation software; and QuickBooks, the most **popular** small business accounting software. Intuit's Quicken Financial Network (<http://www.qfn.com>) offers a...

...including the No. 1 mutual fund Web site, [networth.galt.com](http://networth.galt.com), and the most dynamic **personal** insurance Web site, [Quicken InsureMarket.com](http://QuickenInsureMarket.com). Intuit's **products** and services enable individuals, small businesses and financial professionals to better manage their financial lives...

...s systems and solutions provide many of the nation's leading financial service providers with **communications**, sales and marketing opportunities that deliver new **customers**, better serve existing **customers** and lower costs. -0-

Intuit, Quicken, QuickBooks, TurboTax and MacInTax are registered trademarks of Intuit...

# Search report

S1 5154151 COMMUNIT? OR POPULATION OR SOCIET? OR SOCIAL() (LIFE OR REL-  
ATION?) OR FELLOWSHIP? OR ASSOCIATION? OR COMPAN? OR ORGANIZA-  
TION? OR CHAT?

S2 2241276 WWW OR W()W()W OR WORLDWIDE()WEB OR WORLD()WIDE()WEB OR IN-  
TERNET OR ONLINE OR ON()LINE

S3 1258862 WEB() (SITE? OR PAGE?) OR WEBSITE? OR WEBPAGE? OR HOME() PAG-  
E? OR HOMEPAGE? OR WEBBASE OR WEB()BASE? OR PORTAL? OR VIRTUAL  
OR SIMULAT? OR LOGICAL

S4 2904459 USER? OR CONSUMER? OR BUYER? OR PURCHASER? OR SHOPPER? OR -  
EMPTOR? OR CUSTOMER? OR NETIZEN?

S5 4080634 ITEM? OR PRODUCT? OR MERCHANDISE OR WARE? OR COMMODIT?

S6 2327295 BOOK? OR CD OR CDS OR COMPUTER () GAME? OR APPLIANCE? OR C-  
AR OR CARS OR AUTOMOBILE? OR RESTAURANT? OR TOY OR TOYS OR PO-  
PULAR? OR BEST()SELLING OR BESTSELLING OR FAVORITE?

S7 4887134 CONTACT OR REACH? OR CONNECT? OR APPROACH? OR QUESTION? OR  
CORRESPOND? OR COMMUNICAT? OR INTERACT? OR MEET?

S8 2223535 RECOMMEND? OR REVIEW OR EVALUAT? OR ADVOCAT? OR PREFERENCE?  
OR TESTIMONIAL? OR SUGGEST? OR ADVICE OR ADVIS?

S9 2506741 E()MAIL OR EMAIL OR ELECTRONIC()MESSAGE OR HANDLE OR AVATAR  
OR PERSONA? OR ALIAS OR PSEUDONYM? OR ANONYM? OR NAME? OR PH-  
ONE()NUMBER OR INSTANT()MESSAG? OR IM OR ICQ

S10 355489 S1 (2N) (S2 OR S3)

S11 192550 S4 (5N) (S7 AND S8)

S12 689 S10 (S) S11 (S) (S5 OR S6) (S) S9

S13 113 S10 (S) S11 (S) S5 (S) S6 (S) S9

S14 70 S13 NOT PY>1999

S15 58 S14 NOT PD>19990409

S16 50 RD (unique items)

S17 7 AU=(BEZOS, J? OR BEZOS J? OR SPIEGAL, J? OR SPIEGAL J? OR -  
MCAULIFFE, J? OR MCAULIFFE J?)

S18 0 S17 AND S10

File 47:Gale Group Magazine DB(TM) 1959-2002/Feb 07  
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File 275:Gale Group Computer DB(TM) 1983-2002/Feb 07  
(c) 2002 The Gale Group

File 621:Gale Group New Prod.Annou.(R) 1985-2002/Feb 07  
(c) 2002 The Gale Group

File 636:Gale Group Newsletter DB(TM) 1987-2002/Feb 07  
(c) 2002 The Gale Group

# Search report

S1 3945927 WWW OR W()W()W OR WORLDWIDE()WEB OR WORLD()WIDE()WEB OR INTERNET OR ONLINE OR ON()LINE

S2 2099773 WEB() (SITE? OR PAGE?) OR WEBSITE? OR WEBPAGE? OR HOME()PAGE? OR HOMEPAGE? OR WEBBASE OR WEB()BASE? OR PORTAL? OR VIRTUAL OR SIMULAT? OR LOGICAL

S3 631570 (S1 OR S2) (2N) (COMMUNIT? OR POPULATION OR SOCIET? OR SOCIAL() (LIFE OR RELATION?) OR FELLOWSHIP? OR ASSOCIATION? OR COMPANY? OR ORGANIZATION? OR CHAT?)

S4 5683894 USER? OR CONSUMER? OR BUYER? OR PURCHASER? OR SHOPPER? OR -EMPTOR? OR CUSTOMER? OR NETIZEN?

S5 9451557 ITEM? OR PRODUCT? OR MERCHANDISE OR WARE? OR COMMODIT?

S6 3697147 BOOK? OR CD OR CDS OR COMPUTER ( ) GAME? OR APPLIANCE? OR CAR OR CARS OR AUTOMOBILE? OR RESTAURANT? OR TOY OR TOYS OR POPULAR? OR BEST()SELLING OR BESTSELLING OR FAVORITE?

S7 8451860 CONTACT OR REACH? OR CONNECT? OR APPROACH? OR QUESTION? OR CORRESPOND? OR COMMUNICAT? OR INTERACT? OR MEET?

S8 3309982 RECOMMEND? OR REVIEW OR EVALUAT? OR ADVOCAT? OR PREFERENCE? OR TESTIMONIAL? OR SUGGEST? OR ADVICE OR ADVIS?

S9 3899610 E()MAIL OR EMAIL OR ELECTRONIC()MESSAGE OR HANDLE OR AVATAR OR PERSONA? OR ALIAS OR PSEUDONYM? OR ANONYM? OR NAME? OR PHONE()NUMBER OR INSTANT()MESSAG? OR IM OR ICQ

S10 347138 S4 (5N) (S7 AND S8)

S11 151 S3 (S) S10 (S) S5 (S) S6 (S) S9

S12 69 S11 NOT PY>1999

S13 52 S12 NOT PD>19990409

S14 35 RD (unique items)

S15 4 AU=(BEZOS, J? OR BEZOS J? OR SPIEGAL, J? OR SPIEGAL J? OR -MCAULIFFE, J? OR MCAULIFFE J?)

S16 0 S15 AND S3

File 16:Gale Group PROMT(R) 1990-2002/Feb 07  
(c) 2002 The Gale Group

File 160:Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group

File 148:Gale Group Trade & Industry DB 1976-2002/Feb 07  
(c)2002 The Gale Group

Search report

S1 5606190 E()MAIL OR EMAIL OR ELECTRONIC()MESSAGE OR HANDLE OR AVATAR  
OR PERSONA? OR ALIAS OR PSEUDONYM? OR ANONYM? OR NAME? OR PH-  
ONE()NUMBER OR INSTANT()MESSAG? OR IM OR ICQ

S2 1 AU=(BEZOS, J? OR BEZOS J? OR SPIEGAL, J? OR SPIEGAL J? OR -  
MCAULIFFE, J? OR MCAULIFFE J?)

File 15:ABI/Inform(R) 1971-2002/Feb 07  
(c) 2002 ProQuest Info&Learning

File 9:Business & Industry(R) Jul/1994-2002/Feb 06  
(c) 2002 Resp. DB Svcs.

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(c) 2002 Business Wire.

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(c) 1999 Business Wire

File 476:Financial Times Fulltext 1982-2002/Feb 07  
(c) 2002 Financial Times Ltd

File 624:McGraw-Hill Publications 1985-2002/Feb 07  
(c) 2002 McGraw-Hill Co. Inc

File 613:PR Newswire 1999-2002/Feb 07  
(c) 2002 PR Newswire Association Inc

File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc

File 634:San Jose Mercury Jun 1985-2002/Feb 06  
(c) 2002 San Jose Mercury News

File 20:Dialog Global Reporter 1997-2002/Feb 07  
(c) 2002 The Dialog Corp.

Search report

2/5/1 (Item 1 from file: 15)  
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01410480 00061467

\*\*USE FORMAT 9 FOR FULL TEXT\*\*

**Where do you shop?**

Eldridge, Daniel M; Blot, Frank; Olson, Robert; **Bezos, Jeffrey P**  
Computerworld v31n17 PP: C22 Apr 28, 1997 CODEN: CMPWAB ISSN: 0010-4841  
JRNL CODE: COW  
DOC TYPE: Journal article LANGUAGE: English LENGTH: 1 Pages  
WORD COUNT: 321

ABSTRACT: Various IS managers discuss where they purchase their computers and software.

GEOGRAPHIC NAMES: US

DESCRIPTORS: MIS; Corporate purchasing; Executives  
CLASSIFICATION CODES: 9190 (CN=United States); 5120 (CN=Purchasing); 5220  
(CN=Data processing management)